# NAVAL POSTGRADUATE SCHOOL Monterey, California 



## THESIS

## A METHODOLOGY FOR DETERMINING THE MARGINAL COST PER STUDENT AT THE NAVAL POSTGRADUATE SCHOOL

by

John P. Eckardt

June, 1997
Thesis Co-Advisors:
Katsuaki L. Terasawa John E. Mutty

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The overall objective of this thesis was to develop a flexible model to determine the marginal cost of graduate education per student for each of the various curricula at the Naval Postgraduate School (NPS). In the past, "average cost per student" values were calculated. These calculations missed the nuances of the 44 different curricula (curriculum length, student loading, professor salaries, lab intensive curricula, etc.) at NPS and provided no information as to the marginal costs of graduate education. Two models resulted from the research. The Cost per Curriculum Model calculates the average cost per student for each curriculum, given selected cost inputs. The costs are allocated across the courses and then allocated to the students that took the courses. A second model, Marginal Cost per Student Model, was developed that calculates the marginal cost per student for a single curriculum, for a selected number of additional students. Both models provide the user with considerable flexibility in determining and ultimately better information regarding both the average and marginal costs of graduate education at NPS.
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John P. Eckardt<br>Lieutenant, United States Navy<br>B.S., United States Naval Academy, 1989<br>Submitted in partial fulfillment<br>of the requirements for the degree of<br>\section*{MASTER OF SCIENCE IN MANAGEMENT}<br>from the<br>NAVAL POSTGRADUATE SCHOOL<br>June 1997

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#### Abstract

\section*{ABSTRACT}

The overall objective of this thesis was to develop a flexible model to determine the marginal cost of graduate education per student for each of the various curricula at the Naval Postgraduate School (NPS). In the past, "average cost per student" values were calculated. These calculations missed the nuances of the 44 different curricula (curriculum length, student loading, professor salaries, lab intensive curricula, etc.) at NPS and provided no information as to the marginal costs of graduate education. Two models resulted from the research. The Cost per Curriculum Model calculates the average cost per student for each curriculum, given selected cost inputs. The costs are allocated across the courses and then allocated to the students that took the courses. A second model, Marginal Cost per Student Model, was developed that calculates the marginal cost per student for a single curriculum, for a selected number of additional students. Both models provide the user with considerable flexibility in determining and ultimately better information regarding both the average and marginal costs of graduate education at NPS.


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## I. INTRODUCTION

## A. BACKGROUND

As part of the Navy's Graduate Education Policy, the Chief of Naval Operations (CNO) stated, "I reaffirm the investment in Graduate Education of selected officers to be a strategic requirement for the Navy...Our investment in Graduate Education must be pursued as a priority even in the face of competing demands and declining resources." [Ref. 1] The challenge facing the Navy, and thus the Naval Postgraduate School (NPS), is to provide that graduate education in the most cost-effective way possible. Before efficiencies can be realized, the true costs of education must be determined.

In a recent response to the draft Center for Naval Analyses (CNA) study entitled, A Bottom-Up Assessment of Navy Flagship Schools [Ref. 2], NPS argued that as long as the reimbursable students ${ }^{1}$ are covering their marginal costs, NPS would not save any money by reducing this student population. NPS went on to say that if these reimbursable students were eliminated, the fixed costs at NPS would not change. The question that arises is, "What are the students' marginal cost at NPS?"

Whether in support of a cost-benefit analysis, a cost-effectiveness study, a comparison of NPS with similar civilian institutions (CIVINS), or a justification for additional funding, the measure used invariably seems to be some form of "average cost per student or graduate." Although seemingly easy to calculate, average cost per student

[^0]or graduate does not provide decision makers with very accurate information for three important reasons. First, the methodology in arriving at such "average costs" never seems to be the same as that used in arriving at the comparison numbers, e.g. different costs are used in almost all the calculations. Second, with 44 curricula at NPS that differ in length of study, intensity, and cost, an average cost per student figure provides absolutely no information regarding these important differences. Finally, average costs treat all fixed costs as variable, which, in anything but the very long run, is not accurate. The cost that is relevant to such discussions is the marginal cost. The marginal cost, for this thesis, is meant to be the cost of increasing or decreasing the student enrollment by one student.

## B. OBJECTIVE

The overall objective of this thesis is to develop a flexible model to determine the marginal cost of graduate education per student for each of the various curricula at NPS. [Initially, the objective was to determine the marginal cost per student for each of the various academic departments. For reasons that will be explained in detail in Chapter III, this proved to be comparing "apples with oranges."] What evolved was the development of two cost models. One determines the cost per student in each of the various curricula, given a particular collection of cost inputs. This model provides the decision makers with a more refined "average cost per student," resulting in a wealth of information about the uniqueness of each curriculum; but it still does not answer the marginal cost question.

Therefore, the second model was developed to determine the marginal cost per student for
one particular curriculum, given various inputs, based on the current excess capacity at NPS.

## C. RESEARCH QUESTIONS

Several questions arise when attempting to develop a model to determine the marginal cost per student in each of the various curricula. First, can a spreadsheet model be developed that will estimate the marginal cost per student in each of the various curricula at NPS?

Second, what are the various assumptions that must be made and the limitations in developing such a model that result in a usable estimate for the marginal cost per student at NPS?

Third, assuming that such a model can be developed, could the spreadsheet model be developed to be flexible enough to handle desired changes to the model input and accommodate future modifications? If so, how and what can it be used for?

Finally, as will be discussed in Chapter II, there are a number of "average cost per student" estimates that have been calculated over the years. Focusing primarily on the methodology behind the calculations, how does the marginal cost per student spreadsheet model output compare to the previous estimates?

## D. SCOPE AND LIMITATIONS

Developing a method for estimating the marginal cost per student involves a myriad of variables, all of which could not be addressed in this thesis. Some of the
assumptions made were subjective and the models treat them as user inputs to make the models more flexible. The thesis does not attempt to provide any definitive cost figures, rather it provides a framework where many of the relevant cost factors can be incorporated in a more consistent and transparent manner to provide decision makers with more accurate information and the context in which the costs are generated.

The models were developed to be flexible enough so that other relevant cost factors could easily be included.

The specific numbers are not meant to be taken as the conclusion of this thesis. In fact, they mean little without thoroughly understanding the assumptions and inputs that went into the models. The methodology is what is important. It is envisioned that, because the models were developed to be flexible, it will give decision makers valuable tools if and when the pure numbers must be compared.

The Marginal Cost Model was developed only to analyze the Financial
Management curriculum. Currently, the model will only calculate the marginal cost per student for a desired increase in the number of students. The cost of providing instruction if a new section is required for a particular course is based on average numbers, but with additional research the models could be modified to account for the obvious differences in how much that instruction might cost. Further study could easily apply this methodology to other curricula.

## E. ORGANIZATION

This section is a brief discussion of the organization of the remainder of the thesis.

## 1. Chapter II. Background and Theory

This chapter provides some of the background to what has been done in the past with regards to this subject. Over the years, numerous attempts have been made to calculate an "average cost per graduate" for various purposes. The results of these studies will be researched, discussed and tabulated. Finally, the theory of the marginal cost concept will be discussed.

## 2. Chapter III. Methodology and Model Development

Chapter III will discuss the thought process behind the development of the models, the research methods and techniques used, and the assumptions and limitations of each model.

## 3. Chapter IV. Cost Data Collection

Chapter IV discusses the data collection and methodology. This chapter will discuss what data were included in the model and more importantly what were not. Finally, it will provide the rationale behind the cost calculations.

## 4. Chapter V. Analysis of Results and Comparison with Past Data

Chapter V describes and presents the results of a selected number of both model runs and presents these data alongside previous data discussed in Chapter II. Some comparisons will be made to demonstrate the validity and usefulness of the models.

## 5. Chapter VI. Recommendations and Conclusions

Chapter VI provides conclusions and recommendations for future study, based on the issues that were raised and could not be addressed due to time constraints and the nature of the models.

## II. BACKGROUND AND THEORY

## A. INTRODUCTION

The objective of this chapter is to provide a look at past attempts at estimating average cost per student or per graduate. By having an idea of how the cost per student was calculated in the past, i.e., the methodology, one can appreciate the need for a better way of doing it, and understand the author's rationale in the development of the cost models. Because the tendency is to look only at the numbers, this chapter will also discuss how the various estimates for average cost per student or per graduate were derived. Lastly, the chapter will end with a brief discussion of the theory of the marginal cost concept and why an estimate of the marginal cost provides the decision maker with better information than the average cost.

## B. PAST COST PER STUDENT ESTIMATES

Over the years, there have been numerous attempts to calculate some "average cost per student or graduate." They were derived for various reasons and the numbers themselves should always be taken in the context of the purpose behind their derivation. This section will briefly describe each of the attempts, focusing on the methodology.

One issue that must be cleared up first is the denominator in the "cost per student."
Sometimes it is calculated as the cost per graduate and other times as cost per student. There is a difference between these two, though sometimes negligible. Most of the calculations researched have used Average on Board (AOB), which is an average of
quarterly "snapshots" of students at NPS. This may slightly differ from the number of graduates per year at NPS. Curricula are of varying lengths and therefore some turn out graduates more frequently than others. This issue will be discussed again later, but it is brought up here because it is important to identify what is defined as the denominator in these calculations and what value is used.

## 1. Navy Graduate Education Program Select Study Committee (1975).

The discussion of cost per student is not a new one; in fact a very similar study took place in the mid-1970's. Even though 20 years old, the resultant report brought up several valid arguments with regards to the marginal (incremental) costs of graduate education that are still valid today. In September 1975, the Navy Graduate Education Program Select Study Committee submitted a report to the Secretary of the Navy with recommendations and discussion of the utilization and allocation of resources by the Navy for educational programs. [Ref. 3] They concluded that NPS conducted specialized education otherwise not available to the Navy and that the costs were driven by class sections in the various curricula. NPS efficiency was dependent heavily upon the assignment of students in economical units (class sections). They discussed at length the importance of thinking on the margin when making financial decisions with respect to NPS. However, their discussion of the marginal cost turned into one of the incremental cost, in that additional costs were only assumed to be incurred when an entire section (24 students) was added. They differentiated between unique and non-unique curricula, as far as comparing them to Civilian Instruction. For the unique curricula, a further distinction
was made between technical and non-technical. The conclusion was that the incremental cost of an additional section varied from $\$ 1,200$ to $\$ 3,600$ per 4-quarter student-year, depending on the curriculum. Refer to Figure 2-1 for study conclusions.

As previously stated, they assumed that NPS only incurred incremental costs if an entire section was required, a section being defined as having 24 students. They then simply asked the question, "What would an additional section cost?" Based on their experience in FY75, they concluded that NPS could accept up to 150 students to fill empty seats in existing sections and not incur any costs, assuming an optimum distribution of students to the various curricula.

Much of their discussion was geared towards using these "cost per student" numbers to help determine which curriculum should be taught at NPS and which should be taught at Civilian Institutions.

## 2. Unit Costing at the Naval Postgraduate School (1991).

In 1991, a Master's Thesis was written that also attempted to establish the methodology to identify costs at NPS and support the objectives of Unit Costing.[Ref. 4] The eventual goal was to come up with a more relevant cost per graduate. The methodology was in accordance with the DOD Unit Costing guidelines.[Ref. 5] Two primary output measures were identified as graduates and research, with a secondary output being support to the various tenant commands, defined as other. The costs of instruction were then classified into three categories; direct costs, indirect costs, and general and administrative (G\&A). A cost matrix was constructed to calculate and
present the costs. The total instruction costs were divided by the average number of students on board NPS (FY90 AOB) to come up with a cost per graduate. It was correctly pointed out that it was not to be construed as a point estimate, but merely a rough approximation of the unit cost, and that further study would have to be performed. See Figure 2-1 for the cost per graduate calculated in this thesis.

## 3. Non-Technical Graduate Education Programs in the Navy: A CostEffectiveness Study of the Naval Postgraduate School (1992, Unpublished).

In October 1992, a study was prepared for OP-01/BUPERS-21 but never published. [Ref. 6] As part of a cost comparison of NPS with other civilian institutions, an annual cost per graduate was derived for the Administrative Sciences (now Systems Management) and the National Security Affairs Departments and compared to similar programs at civilian institutions. Direct Education Costs were presented for each department, with almost no explanation as to how they were derived. A footnote described these direct education costs as "mission costs" only, which excludes Base Operations and Support (BOS) and Maintenance of Real Property (MRP) costs. Basically these costs were presented as FY90 annual cost per graduate, so the assumption is that costs for the departments were compiled and totaled and then divided by the respective average number of students on board in those departments. The numbers are not as important as the methodology. Considering that the study was never published, the methodology is not fully explained, but this simply provides another view of a methodology of calculating cost per student at NPS. See Figure 2-1 for results.

## 4. FY94 Cost Analysis of Providing Fully-funded education programs at

## NPS and CIVINS (1993).

In March 1993, the office of the Deputy Chief of Naval Operations (DCNO) for Resources, Warfare Requirements and Assessments (N8) performed a cost analysis of the Navy's Graduate Education program.[Ref. 7] This came in response to several issues concerning the closure of NPS, which was being discussed in the N8 office. But the primary reason was that a common set of cost numbers was not available for the decision makers. They compiled costs in the categories shown in the Cost per Student Matrix (Figure 2-1). The conclusion was that it cost approximately $\$ 40,180$ per student per year (operating costs with ALL students included). The average operating cost per student was also derived for only USN/R students and only DON (USN/R and USMC) students. They compared this to civilian institution tuition and also discussed the difference in credit hours given per year at NPS compared to civilian institutions. This was done to compare more accurately the cost per student. This study caused some concern because of the costs that were used to arrive at the numbers. They are not fully explained in the study and include some categories that are questionable as to whether they should be included or not. Again, the problem was due to taking the numbers at face value and not understanding where they came from.

The study's conclusions were largely based on subjective findings, which while not necessarily wrong, perhaps gave more credence to the accuracy of the numbers than was warranted. The differences between the cost per student at NPS and other civilian institutions attracted the most attention. See Figure 2-1 for results.

## 5. NPS Cost per Class Hour (1993/1995).

In November 1993, as part of a report by NPS to the Graduate Education Review Board (GERB), and later in 1995 as a point paper, NPS highlighted the difference in the number of class hours that are provided each year between NPS and other civilian institutions. [Ref. 8] The conclusion was that the cost per student class hour at NPS was cheaper than at civilian institutions. The relevance here is that they used the same cost per student data as the 1993 N8 study.

## 6. A Bottom-Up Assessment of Navy Flagship Schools (1997).

Sometime in 1997, the Center for Naval Analysis (CNA) is scheduled to publish a report that also includes a calculation of the average cost per student, one that NPS has helped them derive in accordance with the Integrated Post-Secondary Data System (IPEDS) database guidelines. [Ref. 2] The report is still in the process of being finalized, but the methodology and majority of the comments are final.

There is still some debate between NPS and CNA over what numbers to use in computing the Total Expenditures, but the basic methodology is the same for both. In accordance with guidance and definitions set forth by IPEDS, costs (expenditures) are being compiled for three different categories: instructional expenditures, academic support expenditures, and institutional support expenditures. These costs are divided by a Full Time Equivalent (FTE) number, as used in the IPEDS database, which CNA says closely approximates AOB for NPS. Several different cost per-student examples are presented in Figure 2-1.

Figure 2-1. Cost per Student Matrix

| Study/Cost Estimate | Methodology | Relevant Costs used | Annual Cost/Graduate |
| :---: | :---: | :---: | :---: |
| Navy Graduate Education Program Select Study Committee <br> September 1975 | Incremental Cost Analysis <br> (What it would cost to add one more section of 24 students) | Non-Laboratory Curriculum: <br> Full time Associate Professor <br> (For one full year) <br> Direct Educational Support Costs | $\$ 1,598$ (FY76) <br> (based on 24 student section) |
|  |  | Laboratory Curriculum: <br> Hiring Cost of two new Professors Salary cost for two new Professors One additional Lab Technician Lab supplies/equipment/repair Increase in support costs | \$3,562 <br> (FY76) <br> (based on a 24 student section) |
| Unit Costing at the Naval Postgraduate School <br> Master's Thesis <br> June 1991 | Unit Cost Analysis (in accordance with DOD guidelines) <br> (Attempted to establish methodology to support objectives of unit costing) | Direct Civilian Labor Costs Indirect Civilian Labor Costs Direct Military Labor Costs Indirect Military Labor Costs Direct Non-Labor Costs Indirect Non-Labor Costs G\&A (allocated) | \$18,786 (FY90) <br> (Total costs divided by FY90 $\mathrm{AOB}=1856$ ) |
| Non-Technical Graduate Education Programs in the Navy: A Cost Effectiveness Study of NPS (Unpublished) October 1992 | Incremental Costs <br> (Excluding military salary, BAQ/VHA) | Systems Management <br> Mission costs only | $\begin{gathered} \text { \$16,148 } \\ \text { (FY90) } \end{gathered}$ |
|  |  | National Security Affairs <br> Same Mission Costs only | $\begin{gathered} \text { S14,240 } \\ \text { (FY90) } \end{gathered}$ |
| Graduate Education Costs <br> N81 Memorandum <br> March 1993 | Annual Cost per Student comparison of NPS and CIVINS <br> (Excludes military salary, BAQ/VHA) | Academic O\&MN BOS (NPS share) <br> MRP (NPS share) <br> FECA <br> HAZMAT <br> Family Service (NPS share) <br> OPN (avg FY94-99) <br> MILCON (avg FY94-99) <br> FHN <br> FMT <br> Tuition (other students) <br> STAFF MPN | \$40,184 (FY94) <br> (ALL students) <br> S50,512 <br> (FY94) <br> (Only DON students, minus FMT and Other Tuition) |


| Study/Cost Estimate | Methodology | Relevant Costs used | Annual <br> Cost/Graduate |
| :---: | :---: | :---: | :---: |
| NPS Costs Point Paper <br> June 1995 | Cost per student per class hour <br> (More relevant comparison between NPS and CIVINS) | Used numbers from N81 Study March 1993 <br> NPS Class Hours $=768 \mathrm{hrs}$ | \$65.76/class <br> hour <br> (DON students) |
| Bottom-Up Assessment of Navy Flagship Schools <br> Center for Naval Analyses <br> May 1997 | Annual cost per student at top-tier technical schools (1993-1994) <br> (In accordance with IPEDS definitions) | Expenditures/student/year O\&MN, OPN, MPN, <br> Tuition, excludes student salaries $\mathrm{AOB}=1461$ <br> DON (w/out reimbursable tuition) AOB $=1074$ | $\begin{aligned} & \$ 46,880 \\ & \$ 57,570 \end{aligned}$ |
|  |  | Program expenditures per student <br> (same as above for average stay length of 22.8 months) $\mathrm{AOB}=1461$ <br> DON (w/out reimbursable tuition) $\overline{\mathrm{AOB}}=1074$ | $\begin{aligned} & \mathbf{\$ 8 9 , 0 7 0} \\ & \mathbf{\$ 1 0 9 , 3 8 0} \end{aligned}$ |
|  |  | IPEDS Total (1993-1994) | \$55,000 |
|  |  | IPEDS Educational <br> Cost of Instruction, academic and institutional support, and student services, excludes cost of physical plant. | $\begin{gathered} \mathbf{\$ 2 8 , 0 0 0} \\ (1993-1994) \end{gathered}$ |

Figure 2-1. Cost per Student Matrix

The 1997 CNA study, and the input that has gone into the IPEDS database, is a much more comprehensive cost study then this thesis will present, but these cost categories can easily be built into the models that follow to provide the decision makers with actual cost per student data for the 44 different curricula.

The above represents the various attempts at calculating the "cost per student" that have been presented and made available to the decision makers over the years. The actual numbers have been tabulated in Figure 2-1, but more importantly the methodology behind the numbers has been revealed for each study/analysis. For the most part, the "cost per student" numbers have been derived for one of two reasons. First, they are calculated so that NPS can be somehow compared to some civilian institution, either in a costeffectiveness study or simply a comparison. Secondly, the numbers are presented as the incremental cost per student, usually in the argument for or against planned or executed changes in funding for NPS.

This leads to two different thoughts on what has been presented in the past.
First, the fact that NPS houses 44 curricula that vary considerably in duration and cost is lost in the average cost per student argument. The numbers are always some total of expenditures divided by some average number of students or graduates. There is only so much utility for "average cost per student" data. Simply dividing total instructional expenditures by total students is almost like comparing the proverbial "apples to oranges." Chapters III and IV discuss this in more detail and provide a different way to look at this question.

Second, until recently, it seems that the discussion of the marginal costs has been lost. The concept was thoroughly discussed in the 1975 Navy Graduate Education study and yet seems to have been forgotten in the years since. The marginal cost issue has relevance to several discussions that include the effect of decreased funding at NPS, changes in student enrollment, reimbursable tuition rates, and foreign tuition rates. This
last section of this chapter will provide a further understanding of the marginal cost concept.

## C. THE THEORY BEHIND THE MARGINAL COST CONCEPT

This section will briefly discuss the marginal cost concept, compare it to the average cost concept, and discuss its relevance to the many hard fiscal decisions facing today's leaders in the Department of Defense.

The total cost of an operation can be broken down into fixed and variable costs. However, these cost elements are highly dependent on time. One can view the time factor as either the long run or the short run. In the long run, all inputs could be considered variable, but in the short run, there are certain inputs and their associated costs that could not be changed regardless of the output. So, in the short run, some of these input costs would be considered fixed. In the short run:

## Total Costs (TC) $=$ Fixed Costs (FC) + Variable Costs (VC)

The marginal cost is the change in total cost per unit change in output. Marginal costs take into account that the fixed costs cannot be changed in the short run. Mathematically, the marginal cost would be the derivative of the total cost equation.
$\mathbf{T C}(\mathrm{Q})=\mathbf{F C}+\mathrm{VC}(\mathrm{Q})$ where Q is the unit output (students or graduates)

Therefore, $\quad \mathbf{d}(\mathbf{T C}(Q)) / \mathbf{d} Q=d(F C) / d Q+d(V C(Q)) / d Q$ and from mathematics, it is known that $\mathbf{d}(\mathbf{F C}) / \mathbf{d Q}=0$, therefore

$$
\mathrm{d}(\mathrm{TC}(\mathrm{Q})) / \mathrm{dQ}=\mathrm{d}(\mathrm{VC}(\mathrm{Q})) / \mathrm{dQ}
$$

That means that the marginal cost is equal to the change in the variable cost per unit change in output. In terms of the thesis discussion, the marginal cost would reflect the cost of graduating one more student or the realized savings of graduating one less. It would reflect the costs of providing graduate education to one additional student.

As will be discussed briefly in later chapters, much of the costs incurred at NPS are of the fixed nature and will not change for a moderate change in the number of students on board. It is the variable costs that are directly related to the instruction of students that are relevant and must be included in the marginal cost discussion.

## D. THEORY VERSUS REALITY

The theory is clear, but reality clouds the issue. Due to excess capacity at NPS, it could be argued that the marginal cost of one additional student at NPS is close to zero. In fact, it could also be argued that the marginal cost of adding some 150 students, in the right curricula with the appropriate excess capacity, is essentially zero. As will be discussed in Chapter III, there are many variables and it is not as easy as saying that the marginal cost is the cost of teaching one more student.

The fact that average cost per student does not provide much insight into the many differences between the curricula at NPS and that the marginal costs are the relevant costs when discussing small changes in enrollment leads one to ask several of the critical questions outlined in the last chapter. There must be another way to calculate relevant costs, a way that provides more information than just an "average cost per student." The next chapter looks at the methodology and development of two cost models that will answer those questions.

## II. METHODOLOGY AND MODEL DEVELOPMENT

## A. INTRODUCTION

The original objective of this thesis was to determine the marginal cost per student in each of the academic departments at NPS. After additional research, that concept was found to be flawed, primarily because graduates or students are not the direct output of the academic departments. This chapter will further discuss this thought process and the development of the first model that provides a better "average cost per student" for each curriculum at NPS. As stated before, this model did not answer the marginal cost question, so data was extracted from the first model to develop a second model that does provide the decision maker with a marginal cost per student for a particular curriculum. The development and operation of this second model will be discussed, as will the assumptions and limitations of both models.

## B. THE MONEY FLOW

In determining the marginal cost per student, it was found that a student could not be directly related to the academic department funding. There are two visible outputs of the academic departments, research and courses. Students are not the true output. Indirectly they are, because they take a collection of courses, as required by the individual curricula. Because students take courses from several different academic departments during their course of study at NPS, it is incorrect to associate the costs incurred by an academic department with a particular student. Figure 3-1 is a basic flowchart that shows
where the funding comes from and what it is used for as far as teaching is concerned. In reality, the money does not "change hands" as depicted in Figure 3-1, but the figure gives one a feel for basically how the money is used. While the figure has left out several cost centers and funding sources, the object is to graphically show that the true output of the academic departments is courses. There are no students in an academic department, only faculty and staff. Most students may take the majority of their courses from one particular academic department, but, as can be seen graphically in Figures 3-1 and 3-2, they are not an output of the department.

Unlike most other graduate education institutions, NPS provides the courses based on the educational requirements of the various curricula sponsors. The courses are provided when students require that particular course, according to their particular curriculum matrix. Figure 3-2 is a graphical illustration that courses are provided to students in one of the 44 curricula, as of FY96. So, instead of calculating a marginal cost per student in each of the academic departments, somehow a cost must be calculated for each curriculum.

In a discussion with Professor Gil Howard, Associate Provost for Academic Planning, the idea of building a cost per curriculum model came to life. The idea was based on a "matrix" that he had built to obtain a better feel for how much each curriculum cost at NPS. Figure 3-3 is the skeleton framework of the model, as it was originally envisioned. Basically, by knowing what courses were taught during FY96 and what students were enrolled in the courses by curricula, the costs of the particular course could be identified and allocated to each student in the course. By knowing what curriculum the


Figure 3-1. Where the Money Goes
30 Operations Analysis
360 Operations Analysis
361 Operations Logistics
380 Advanced Science (Applied Math)
31 Aeronautical Engineering
610 Aeronautical Engineering
611 Aeronautical Engineering with Avionics
612 NPSTTPS
32 Electronics and Computer Programs
368 Computer Science
590 Electronic Systems
33 Combat Systems Sciences and Technoiogy
533 Combat Ściences
535 Underwater Acoustics
34 Naval/Mechanical Engineering 570 NavalMechanical Engineering
35 Meteorology and Oceanography Programs 372 Meteorology 440 Oceanography
36 Systems Management
370 Information Technology Management 813 Transportation Logistics Management 814 Transportation Management 815 Acquisition and Contract Management 816 Systems Acquisition Management 817 Allied, DOD, USA, USMC, and USCG 818 Defense Systems Management
819 Systems Inventory Management 820 Resource Planning and Management (NTL)
827 Material Logistics Support Managernent
837 Financial Management 847 Manpower/Personnel Training Analysis
37 Undersea, Space and Information Warfare 364 Space Systems Operations International 366 Space Systems Operations
525 Undersea Warfare
526 Undersea Warfare International
591 Space Systems Engineering 595 Information Warfare 596 Information Warfare International
38 National Security and Inteliligence 681 Middle East, Africa, South Asia 682 Far East, Sortheast Asia Pacific 683 Western Hemishere 684 Russia, Europe, Central Asia 688 Strategic Planning 689 Civil-Military Relations 699 Special Operations/Low Intensity Conflict 824 intelligence (Regional Studies) 825 Intelligence (OPINTEL)
39 Joint C41 Systems
365 Command, Control and Communications 823 Intelligence

Figure 3-2. Courses are the Output
student was in, the allocated costs of all the courses to the students can be summed to result in the cost for that particular curriculum for FY96. Then, if the average number of students in each of the curricula is known for FY96, the cost per curriculum can be divided by this number of students to result in an "average cost per student." See Figure 3-3 (continued) for an illustration of this discussion.

Ideally, it was conceived that the direct teaching costs of the course could be determined and the indirect costs could be allocated, to provide a good estimate of the cost per student for each course given. Then, by determining whether or not a new course was required for additional students, some marginal cost could be estimated. However, due to the fact that individual civilian faculty salaries were not available and time did not allow such in depth research, this could not be accomplished. The aggregate faculty salary for each academic department was available, however this meant that the salaries had to be allocated across all the courses that were provided in FY96. Other costs could also be identified and allocated to the courses given in the departments, which is further discussed in the next chapter. However, the model does provide the decision maker with more valuable information, primarily a historical look at the uniqueness of the various curricula at NPS. By identifying other costs associated with teaching and finding a reasonable method of allocating those costs to the courses provided by the academic departments, this model provides better information than was previously available.


Figure 3-3. Cost per Curriculum Model Framework


Figure 3-3. Cost per Curriculum Model Framework (Continued)

## C. COST PER CURRICULUM MODEL PRESENTATION

A considerable amount of time was spent in the development of this model with the hope that further study could be done to make full use of the model as an aid to decision makers. The Marginal Cost per Student model uses data that were obtained for this one, so some detailed explanation is required.

The data that were required to develop this model answered these questions. "What courses were taught?" "Who taught the courses?" "Who 'paid' for the instruction?" "Which academic department provided the course?" "What are the specifics of the course?" "Who took the course?" Two separate but related sources of data were required to answer these questions; a FY96 Teaching Load Report and a FY96 Teaching Loads Across Curricula Report, each of which will be discussed in the following sections. In order to make the data usable in a model, several manipulations were necessary, and they will be explained. Next, the allocation of academic department costs to the courses is discussed. Finally, the derivation of the average number of students in a particular curriculum is explained.

## 1. FY96 NPS Teaching Load Report

## a. Introduction

Two reports from the NPS Integrated Database System (NIBS), more commonly known as the "Registrar's Database", were used to answer the research questions. The first was the FY1996 NPS Teaching Load Report, which contained the raw data that would eventually be incorporated into the Cost per Curriculum Model. The
relevant information from the report included a listing of each course given during FY96, the segment number, which quarter it was taught in, who taught the course, which academic department the Professor was from, the academic department that sponsored the course, the number of lecture hours, the number of lab hours, and the class size. A full listing of the relevant data extracted from this report is part of the Cost per Curriculum Model and is contained in Appendix A.

The objective of including a listing of all courses given in FY96 was to portray the courses as accurately as possible for costing purposes. Since costs would eventually be allocated to the various courses taught by a particular department, it was important to thoroughly investigate all of the particulars concerning the courses. Team Teaching courses, Distance Learning courses, "Synonym" courses, Continuing Education courses, Special Operations courses and International courses all presented unique problems that will be discussed briefly in the sections to follow.

## b. Class size

The FY96 NPS Teaching Load Report contains a listing of all courses that were given during FY96. This includes all Directed Study and Directed Reading courses given, which usually only involve one student. Originally, all courses were included in the model; however, some were subsequently deleted due to cost considerations. These specific courses will be discussed in following sections. The premise behind the model is to allocate the academic department's costs over the courses that it provided during the year. The general rule is that academic departments do not receive budget credit for any courses with less than or equal to four students.[Ref. 9] Because of this, most academic
departments do not give Direct Teaching credit to individual professors for courses with four or fewer students. However, the model allows this assumption to be determined by the user.

## c. Team Teaching

Team Teaching courses are those courses that were taught by two or more instructors, meaning that each instructor only teaches a portion of the course. For teaching credit purposes, the course is listed separately for each professor that taught the course. This presented problems because the course is only listed once in the FY96 Teaching Loads across Curricula Report. These Team Teaching courses had to be identified, verified and consolidated into one course. Team teaching courses are designated as TT in Appendix A.

## d. Synonym Courses

Sometimes there are courses given that have two different course numbers.
Usually, these courses are proposed to the Registrar and, depending on the student enrollment, may or may not be reflected as such in the end of year Teaching Load Report. For example, during the Fall Quarter of academic year 96, MA3301 and OA3201 were the same course, with one instructor. There were just two different course numbers. These courses were identified using memoranda sent from the Scheduler (01B2) and then verified against what was actually listed in the Report. The courses on both reports had to be identified and consolidated in order to reflect the fact that they were indeed the same course. The academic department providing the instructor for the course is essentially reimbursed some of the cost of the course by the other academic department. The courses
are listed under the academic department that provided the instructor. Synonym courses are designated as SYN in Appendix A.

## e. Distance Learning Courses

Distance learning courses are those courses that are taught to both students here at NPS in a classroom and to "distant site" students via Video Tele-Conferencing (VTC). The general rule is that distance learning courses can only be taught if both NPS students and VTC students are involved. The distance learning courses were listed separately in the Report, with the same course number, immediately after the course provided to NPS students. The students at distant learning sites that have undeclared curricula are not considered students on board at NPS. However, some have already declared their curricula and, therefore, are considered students on board at NPS. These courses had to be identified and consolidated on both reports. Distance learning courses are designated as DL in Appendix A.

Distance learning courses can be more expensive than the same course given to only students at NPS for a number of reasons, primarily due to the cost of the computer technology involved and the link with the site. It is not clear how these costs are handled, but the assumption is that NPS absorbs those costs. It is beyond the scope of this thesis, but it would be interesting to know just how much distance learning courses cost and compare that to the cost of the courses at NPS. This is the direction NPS is headed in an effort to shorten the length of several curricula, and that is an issue that would warrant future study.

## f. Continuing Education Courses

The course AA3250, designated as a Continuing Education course, was taught twice during FY96. Both course listings were left out of the model. No research was done to determine who took the courses or how the courses were paid for. It is clear that two students were identified as being in the "Continuing Education" curricula and one student was a student at NPS. Since the courses involved a total of only three students, it was felt that they would have no significant effect on the model. These courses are listed under the Course Department heading, CE, in Appendix A.

## g. Special Operations Courses

Two courses, SO2410 and SO3802, listed under the Special Operations (SO) Department code were given during FY96. At that time, the Special Operations courses were being funded by the National Security Affairs (NSA) department and were therefore included in the model as part of the NSA academic department.

## h. International Courses

Two courses, IT1500 and IT1600, were given each quarter during FY96. These courses are specifically for the international students and the instructors are not from the NPS faculty. They are specifically hired to teach the courses. The two courses are English and American Culture. No additional research was done in this area, and these courses are listed in Appendix A but were not included in the model.

## 2. FY96 Teaching Loads Across Curricula Report

## a. Introduction

Still more data were required to answer all the questions posed in the introduction to this section that could not be answered by the FY96 NPS Teaching Load Report alone. Data on every course given and who enrolled in the course by curriculum were contained in the FY96 Teaching Loads Across Curricula Report and then modified and used in the Cost per Curriculum Model. The worksheet used in the model, FY1996 Course Enrollment Sheet, is part of Appendix A. The first task was reconciling the course data in the FY96 NPS Teaching Load Report with the data in the above mentioned report. All of the issues in the reconciliation were mentioned in the previous section. The report listed a total of 48 curricula, so the four additional curricula, in addition to the 44 that were offered during FY96 at NPS, had to be identified and explained. These four "other' curricula will be discussed in the following section. Lastly, and transparent to the reader, the issue of those students that were taking Refresher courses prior to actually starting their curricula matrix course load will be addressed.

## b. "Other" Curricula

Of the 48 curricula listed in the report, four are other than those listed in Figure 3-2. Curriculum 555 represents those students taking NPS courses under a Memorandum of Understanding (MOU) with the University of California at Santa Cruz (UCSC). There were only two students that took courses during FY96. The costs of this "curriculum" are calculated in the model, but the course is not associated with any curriculum or students from NPS. No research was done to determine whether or not
there was any monetary compensation for these two courses.
Curriculum 777 is those students taking distance learning courses that have not declared a curriculum. A total of 79 students were identified as taking distance learning courses. The cost of this "curriculum" is calculated in the model, but, as with Curriculum 555, it is not associated with students or curricula at NPS. There are some distance learning students that have declared a curricula and they are counted as such in the model.

Curriculum 888 comprises those two students that took Continuing Education courses. They have been left out of the model, so the cost of that "curriculum" is assumed to be zero, although in reality there must be some costs incurred to teach the course.

Finally, curriculum 999 refers to NPS Staff personnel that took courses during FY96. This brings up an interesting issue. NPS staff, as a whole, attended 254 courses during FY96. These "students" in this curriculum were left out of the model as far as cost per student calculations are concerned and the class size totals in the model do not include the students from the 999 curriculum. "NPS Staff students" attend courses on a space available basis, under the assumption that "empty seats," or an excess capacity, means that the course is "essentially free of charge." In essence, the course is already paid for, or the marginal cost is zero. After finishing the discussion of the Cost per Curriculum Model, the marginal cost issue will be investigated.

## c. Refresher Course Students

It should also be mentioned that at various times during the academic year, there are students who are taking "refresher courses" to prepare them for their actual course of study. What curricula they will be in are already identified and recorded as such in the reports. So, in essence, these students have already been included in the model. As will be discussed later, this further complicates the timing issue of the report. Since some curricula are longer in length than others, and the refresher courses simply add to that time, where the students are in the curricula during the report period plays a major role in the determination of an average cost per student.

## 3. The Allocation of Department Costs

## a. Introduction

Now that the data necessary to build the model have been discussed, the costs incurred by the individual academic departments must be allocated to each of the courses that were provided by that department. Initially, it was envisioned that only the indirect costs, i.e., those costs not directly associated with teaching, would have to be allocated. However, due to the complexity of determining each Professor's salary and time spent teaching, all costs that are entered as an input to the model must be allocated to the respective academic department courses. This section will briefly discussed how this was accomplished in the model.

## b. Weighted Cost Hours (WCH)

The academic departments are unique, and consequently spend different amounts of money over the course of a year. Because costs cannot be directly associated with every course, some method must be introduced to allocate the academic department costs over their output, the courses. How much a course costs is a function of a number of different variables, which include; the professor's salary, the number of lecture hours, the number of laboratory hours, and the number of students in the class. The number of students enrolled in a course would not be a good indicator of how much a course costs. This is due to the fact that a professor must be paid regardless of the size of the class. Because individual faculty salaries could not be determined, the best allocation base is some combination of lecture hours and laboratory hours.

The model allocates the total academic department cost to the courses given by that department by using a factor that is a combination of lecture hours and lab hours. This allocation base is defined as a Weighted Cost Hour (WCH) and is defined as:

Weighted Cost Hour $(\mathbf{W C H})=\mathbf{A} \times$ Lecture Hours $+\mathbf{B} \times$ Laboratory Hours,

Because it is thought that courses with labs generally incur more support costs than courses without labs, the coefficients A and B are assumed to be 1 and 1.5 respectively. While it is recognized that lab support costs vary by department and even by course, the assumption was made for the model run comparisons in Chapter V. The model was developed such that the user can determine what the WCHs are by entering the
coefficients A and B.

## 4. The Denominator

Before describing in detail how the model works and addressing the assumptions and limitations of the model, the denominator in the cost per student figure needs to be explained. After the model has calculated the total cost per curriculum, based on FY96 cost and course data, it is divided by the average number of students in that particular curriculum, based on the NPS Average on Board (AOB) report. The AOB report is a quarterly "snapshot" of the number of students on board NPS and which curriculum they are in. The average number of students in each curriculum was determined by taking the arithmetic average of the four reports for FY96. This calculation and final average number of students is shown in detail in Appendix C. Final averages are rounded to the nearest whole number, or whole student. The limitations to this method are discussed in the next section.

## D. HOW THE MODEL WORKS

Much of the model has been discussed, but how the user interfaces with the model and how the model calculates the cost per student has not been completely explained. The spreadsheet model is a 5.8 megabyte workbook in Microsoft Excel 5.0/7.0. Figure 3-4 is the Cost per Curriculum Input Page, where the user may enter some assumptions before running the model. The model allows the user to input which costs associated with teaching should be included in the model. The specific costs will be discussed in Chapter

## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may setect which costs will be included in the model and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Departmert. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Hour (WCH) as an allocation base. This restits in a COST PER COURSE in each academic department.

The COST PER COURSE is then distributed to each of the students enrolled in the course by curiculum. These costs are summed for each currialum, resuling in a TOTAL CURRICULUM COST.

The TOTAL CURRICULUM COST is then divided by the average number of students in that particular arriculum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each arriakm.

## Please check all costs that you would like to include in the model:

E Cullan Facuty Drect Teacting (DT) Sabry
VImcluDE CNian Faouly Finge Benefis ( $21 \%$ )
6] Minary Faculty Salary (DOES MOT MCUWDE RESEARCH)
-1 Mission Saff Drect (DIR) Salay
$\square$ INCWDE Misstion Staff fringe Benefis ( $23 \%$ )
D Academic Department OPTAR and TRAVEL
$\square$ INDIRECT COSTS (see INDIRECT page for desciption)
$\square$ OTHER COSTS (to be added to the model)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The alfocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is :

## WEIGHTED COST HOURS $=A \times$ LECTURE HOURS $+B \times$ LAB HOURS



## Courses with less than a specified number of Students

This model inctudes ALI courses that were provided during FY96. That inctudes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to incurde All the courses taught by a particular department when allocating the departmert's costs. The general rule is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following irput is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to
Double check your input selections and then click on the CALCULATE button to run the model.

Figure 3-4. Cost per Curriculum Model Input Page
IV. The user can specify the coefficients $A$ and $B$, to calculate the allocation base, as discussed in a previous section. The user can then determine which courses should be eliminated from the model, based on the class size. Once all the inputs have been verified by the user, the CALCULATE button is "clicked" on to run the model.

When the model runs, the costs that were selected by the user are summed for each academic department. Figure 3-5 depicts the worksheet where this calculation takes place. The WCH is calculated for each course, with a value of zero being assigned to any course with a class size less than what was entered by the user on the input page. The WCH for each course is divided by the total WCHs for the respective department resulting in a cost fraction. This cost fraction is multiplied by the department's total costs resulting in a cost per course. This also can be thought of as determining a cost per WCH and then multiplying that by the number of WCHs for a particular course. Figure 3-6 is a selected view of Appendix A that graphically explains this calculation.

Figure 3-7 and Figure 3-8 are selected views of Appendix A that show an example of how the cost per student in a particular course is calculated. On the Cost per Curriculum Model Calculation Page, Figure 3-8, the number of students in a particular curriculum are divided by the total number of students in a course (not including those "NPS staff students") and then multiplied by the cost of the course. This results in an allocated cost to a particular curriculum for each course. The costs accumulated by each curriculum are then summed, resulting in a cost per curriculum. This total is then divided by the average number of students in that curriculum during FY96. Figure 3-9 is the Cost per Curriculum Model Output Page.


Figure 3-5. FY1996 Cost per Course Calculation Sheet


Figure 3-6. Sample Calculation of the Cost per Course


Figure 3-7. FY1996 Course Enrollment Sheet


Figure 3-8. Cost per Curriculum Calculation Page

| Code | Curriculum | Total Cost | $\begin{aligned} & \text { FY } 96 \\ & \text { AOB } \end{aligned}$ | Cost per student |
| :---: | :---: | :---: | :---: | :---: |
| 30 Operations Analysis |  |  |  |  |
|  | 360 Operations Anaysis | \$1,170,456 | 114 | \$10,267 |
|  | 361 Operations Logistics | \$266,257 | 28 | \$9,509 |
|  | 380 Advanced Scrence (Apphed Math) | \$180,366 | 15 | \$12,024 |
|  |  |  | 157 |  |
| 31 Aeronautical Engineering |  |  |  |  |
|  | 610 Aeronautical Engineenng | \$589,093 | 34 | \$17,326 |
|  | 611 Aeronautical Engmeerning with Avonics | \$371,713 | 23 | \$16,161 |
| 612 NPSTIPS |  | \$349,510 | 16 | \$21,844 |
|  |  |  | 73 |  |
| 32 Eectronics and Computer Programs |  |  |  |  |
|  | 368 Computer Science | \$1,233,763 | 88 | \$13,906 |
| 590 Electromic Systems |  | \$1,429,031 | 111 | \$12,874 |
|  |  |  | 199 |  |
| 33 Combat Systoms Sciences and Tectunotogy |  |  |  |  |
| 533 Combat Sciences |  | \$1,630,964 | 90 | \$18,122 |
|  |  |  | 90 |  |
| 34 Maval/Mecthanleal Engineering |  |  |  |  |
| 570 Nava/Mechanical Engineering |  | \$1,345,749 | 74 | \$18,186 |
|  |  |  | 74 |  |
| 36 Meteorology and Oceanography Programs |  |  |  |  |
|  | 372 Meteorology | \$123.611 | 3 | 541,204 |
|  | 373 Meteorology and Oceanography | \$1,520,950 | 46 | \$33,064 |
|  | 374 Operational Oceanography | \$363,739 | 14 | \$25,981 |
| $\vee$ | 440 Oceanography | \$167.941 | 8 | \$20,993 |
|  |  |  | 71 |  |
| 36 Systems Management |  |  |  |  |
|  | 370 Information Technology Management | \$1,897,335 | 162 | \$11,712 |
|  | 813 Transportation Logistics Managernent | \$92,965 | 7 | \$13,281 |
|  | 814 Transportation Management | \$120,752 | 12 | \$10,063 |
|  | 815 Acquisition and Contract Management | \$398,804 | 3 A | \$11,730 |
|  | 816 Systems Acquisition Management | \$463,041 | 38 | \$12,185 |
|  | 817 Allied, DOD, USA USMC, and USCO | \$69,862 | 10 | \$6,986 |
|  | 818 Defense Systems Management | \$83,405 | 8 | \$10,426 |
|  | 819 Systerns Inventory Management | \$78,217 | 7 | \$11,174 |
|  | 820 Resource Planning and Management (1NTL) | \$122,189 | 11 | \$11,108 |
|  | 827 Material Logistics Support Management | \$382,638 | 38 | \$10,069 |
|  | 837 Financial Management | \$642,136 | 59 | \$10,884 |
|  | 847 Manpower/Personnel Trauning Anaysis | \$612,124 | 59 | \$10,375 |
|  |  |  | 445 |  |
| 37 Undersea, Space and Information Warfare |  |  |  |  |
|  | 364 Space Systerns Operations Intemational | 530,660 | 3 | \$10,220 |
|  | 366 Space Systerns Operations | \$535,910 | 37 | \$17.187 |
|  | 525 Undersea Wartare | 5490,250 | 22 | \$22.284 |
|  | 526 Undersea Wartare International | 580,553 | 5 | \$16,111 |
| - ${ }^{\circ}$ | 591 Space Systems Engineering | \$820,704 | 49 | \$16,749 |
|  | 595 Information Warfare | \$305,669 | 21 | \$14,556 |
| 9 | 596 Information Warfare International | \$195,848 | 14 | \$13,989 |
|  |  |  | 151 |  |
| 38 National Security and Intelilgence |  |  |  |  |
|  | 681 Middle East, Africa, South Asia | \$184,197 | 17 | \$10,835 |
|  | 682 Far East, Southeast Asia Pacific | \$151,879 | 16 | \$9,492 |
|  | 683 Western Hemishere | \$144,404 | 13 | \$11,108 |
|  | 684 Russa, Europe, Central Asta | \$225,593 | 20 | \$11,280 |
|  | 688 Strategic Planning | \$247,366 | 18 | \$13,743 |
|  | 689 Civis-Military Relations | \$75,216 | 7 | \$10,745 |
|  | 699 Special Operatons/Low Intensity Confict | \$272,082 | 32 | \$8,503 |
|  | 824 Intelligence (Regionat Studies) | \$120,437 | 13 | \$9,264 |
|  | 825 Intelligence (OPINTEL) | \$64,117 | 7 | \$9,160 |
|  |  |  | 143 |  |
| 39 Joint CAI Systems |  |  |  |  |
|  | 365 Command, Control and Communications | \$572,328 | 27 | \$21,197 |
|  | 823 Inteligence | \$133.618 | 7 | \$19,088 |
|  |  |  | 34 |  |
|  | TOTAL | \$20,447,441 | 1,437 | \$14,229 |
|  |  |  | Total | per course |
| OTHER | 555 Non-DOD students under MOU mith UCSC. | \$3,976 | 2 | \$1,988 |
|  | 777 Distance Leaming students | \$65,354 | 79 | 5827 |
|  | 888 Comtinuing Education Courses | \$0 | 2 | \$0 |
|  | 999 NPS Stall Personnel tabing courses | so | 254 | so |
|  | TOTAL | \$20,616,771 |  |  |
|  | TOTAL COSTS FROM THE INPUT PAGE | \$20,516,771 |  |  |

Figure 3-9. Cost per Curriculum Model Output Page

## E. MODEL ASSUMPTIONS AND LIMITATIONS

There is obviously no best method for calculating the cost per student per curriculum that takes into account all the variables that affect these costs. There are many assumptions that have been made in the development of this model and there are also some considerable limitations that must be understood before interpreting the output of this model. All too often, the final number is what is argued without understanding what went into calculating that number. Some of the assumptions have already been identified and discussed. Many of them could be argued at length. The purpose here is merely to point them out, as well as identify the limitations that exist:

## 1. One year's worth of data

This thesis analyzed only one year's worth of data. Some curricula are more than two years long and may commence a new section only once a year. Therefore, the model results are not fully representative of the cost per student in a particular curriculum. The model provides a more refined historic view of how much a curriculum costs based on several assumptions. Some curricula are short and classes start more than once a year, so the result is just a collection of "snapshots" of all the sections of students over the course of a fisca//academic year. The results are not indicative of how much it costs to graduate a student in a particular curriculum, for all the curricula have courses of study longer than 12 months. This model merely provides a valuable view of the many differences between the curricula at NPS. No attempt was made to explain any of the differences.

## 2. Allocation of Costs

The allocation of specific teaching costs to individual courses is a difficult issue.
For example, in the Cost per Curriculum Model, two different four credit courses would cost exactly the same. Realistically, due to professors' salaries, printing costs, and other course particulars, they may not cost the same.

The assumption that $\mathrm{A}=1$ and $\mathrm{B}=1.5$ in the WCH calculation for later comparison is somewhat subjective. More research could be done in this area to come up with a more valid allocation base. The cost relationship between lecture hours and lab hours varies from department to department, and even between individual courses. This allocation issue is definitely one that could be further researched so that a more refined allocation could be determined, better representing reality. The important thing to remember is that the costs incurred by the academic departments are being allocated across the courses, resulting in an average cost per course.

## 3. Average Number of Students Onboard (AOB)

As previously discussed, the denominator in the cost per student per curriculum calculation is an average number of students in that particular curriculum during FY96. Ideally, one student could be tracked through his/her curriculum matrix and the costs of the courses could be accumulated, but that is not practical. The best measure available is the average number of students on board.

The assumptions and limitations aside, this model presents a valuable tool that can be utilized by decision makers to obtain better information about the cost of providing
education at NPS. However, it is still an average cost per student. The model output can be a more refined estimate of cost per student than has been calculated in the past, but it only provides an average cost per student in FY96. The cost of adding 10 more students in a particular curriculum cannot accurately be determined using this model. On an average, how much they would have cost last year can be determined, but not the marginal cost. The last half of this chapter provides a method for answering the marginal cost question.

## F. MARGINAL COST PER STUDENT MODEL PRESENTATION

## 1. Introduction

The Cost per Curriculum Model calculates a cost per student based on the costs that the reader selects as an input to the model. By only entering costs directly related to teaching, it may seem that the output would approximate the "marginal" cost per student at NPS. However, as just discussed, the output is only a refined and detailed average cost per student. It provides little information as to the cost of adding one more student to a particular curriculum. This marginal issue has been touched on twice already in the thesis. In the discussion of changing the number of reimbursable students at NPS, the marginal cost is the central issue. The excess capacity issue is inferred when NPS staff or other military officers fill empty seats in particular courses. The Marginal Cost per Student Model is a 0.8 Megabyte workbook using Microsoft Excel 5.0/7.0. It uses some of the data from the Cost per Curriculum Model and calculates the marginal cost of adding a
selected number of students to a particular curriculum. How this model was developed, a brief discussion of how it works, and the assumptions and limitations associated with the model follows.

## 2. The Methodology

Ideally, it would seem that there must be a way to create a model that, given a desired change in the steady state number of students in a curriculum, would take into account all the variables that affect the costs of education resulting in a marginal cost per student. These variables would include the different courses in the curriculum matrix, course validations, refresher courses required, desired electives, the department's many variables associated with providing the courses, and the existing excess capacity. Prior to this thesis, as far as the author knows, no attempt has been made to incorporate these variables in a model, other than some informal assumptions and calculations.

The second model is based on the excess capacity at NPS during FY96. It could easily be modified to include the current excess capacity and even the projected excess capacity, based on a projection of course schedule and student load. This will be addressed again, but the important concept at this point is excess capacity. As will be seen, the marginal cost is highly dependent on the existing excess capacity. In other words, if the school has some excess capacity, then the cost of adding some additional students to the curriculum would be small; but, if the school is operating at capacity, then it may be expensive to add more students.

Similar to the Graduate Education Study [Ref. 3] performed in 1975, the marginal
cost is dependent largely on section sizes. When enough students are added so that a new section is required, then additional costs are incurred in providing education to that section. The concept is rather simple; if a course class size is not at the maximum allowed, for whatever reason, then that course is defined as having "excess capacity." The basis behind this model is that if the number of additional students, as determined by the user, is greater than the excess capacity of a particular course, based on FY96 data, then a new section is required.

This model was developed for only one curriculum, the Financial Management (FM) Curriculum, due to the uniqueness of the curriculum and the time constraints. However, this methodology can be used to build a similar model using courses from any other curriculum. An additional limitation is that the model cannot calculate the marginal cost per student for a decrease in the student population. Both of these limitations will be discussed in a later section.

## 3. The Financial Management (FM) Curriculum

The Marginal Cost per Student Model only investigates the FM curriculum at NPS. The FM curricula is an 18 month program and the curriculum matrix is shown in Figure 3-10. In order to graduate, a student must take all the courses on the core matrix and two curriculum option electives, assuming no courses are validated. This does not mean that some students do not take additional electives, only that they are not required to. With a very few exceptions, new sections of students begin their course of study twice a year, in January and July. Therefore, at any one time, three different sections of students

| FINANCIAL +NAGEMENT CURRICULUM MATRIX |  |  |  |
| :---: | :---: | :---: | :---: |
| Quarter | Course \# | hours | Course Name |
| 1 | MN2150 | (4-0) | Financial Accounting |
|  | MN2031 | (4-0) | Economic Decision Making |
|  | MN3333 | (4-0) | Managerial Communication Skills |
|  | MA2300 | (5-0) | Mathematics for Management |
|  | ISO125 | (0-2) | Computer Skills Development |
| 2 | MN3161 | (4-0) | Management Accounting |
|  | MN3140 | (4-0) | Microeconomic Theory |
|  | MN3105 | (4-0) | Organization and Management |
|  | OS3101 | (4-1) | Statistical-Analysis for.Management |
| 3 | MN4161 | (4-0) | Management Control Systems |
|  | MN3172 | (4-0) | Public Policy and Budgeting |
|  | MN4162 | (4-0) | Cost Management |
|  | OS3006 | (4-0) | Operations Research for Management |
| 4 | MN3154 | (4-0) | Financial Management in the Armed Services |
|  | MN4163 | (4-0) | Decision, Cost and Policy Analysis |
|  | IS3183 | (4-0) | Management Information Systems |
|  | MN4151 | (2-0) | Internal Control and Auditing |
| 5 | MN4XXX | (4-0) | Curriculum Option * |
|  | NS3252 | (4-0) | Joint and Maritime Strategic Planning |
|  | MN0810 | (0-8) | Thesis Research |
|  | MN0810 | (0-8) | Thesis Research |
| 6 | MN3301 | (4-0) | System Acquisition and Project Management |
|  | MN4105 | (4-0) | Strategic Management |
|  | MN4XXX | (4-0) | Curriculum Option * |
|  | MN0810 | (0-8) | Thesis Research |

Figure 3-10. Financial Management Curriculum Matrix

| *The Student will select two courses from the following curriculum options |  |
| :---: | :--- |
| MN4122 | Planning \& Control: Measurement \& Evaluation |
| MN4152 | Corporate Financial Management |
| MN4159 | Financial Reporting and Analysis |
| MN4305 | Defense Technology and Analysis |
| MN4153 | Seminar in Financial Management |
| MN4302 | Defense Resource Policy and Management |
| OA4702 | Cost Estimation |

Figure 3-10. Financial Management Curriculum Matrix (Continued)
in the FM curriculum are on board at NPS.

## 4. Course Listing

In order to determine the excess capacity during FY96 for the courses that are taken by students in the FM curriculum, some of the data from the previous model must be extracted. This section will briefly describe how the course listing for this model was derived.

Using a spreadsheet, any courses that were taken by students identified as being in the Financial Management curriculum were identified and then copied to a new worksheet. After referring to the FM curriculum matrix, Figure 3-10, these courses were sorted into four categories; those courses required by the curriculum matrix, those electives listed as valid curriculum options, those electives not listed as curriculum options but valid courses in the Systems Management Department, and finally, all other courses taken by students in the FM curriculum. See Appendix B for a complete listing of these four categories. The courses in the fourth category were taken primarily by those students that transferred into
the curriculum from another curriculum. The courses were then sorted by course number and grouped by quarter and segment. Only the courses in the first two categories will be used in the model, primarily because the matrix is generally followed by all students. This does not mean to say that the other courses do not cost anything, only that they introduce additional variables that cannot be addressed in this model. This issue will be further discussed in the assumptions and limitations section.

## 5. Class Size

In order to determine the excess capacity, some assumption has to be made about the maximum class size. This section will discuss what class size will be compared to the actual class size during FY96 and how it is provided as an input for the user to define. Why a limit was placed on the maximum class size and how "excess capacity" was calculated will also be discussed.

Some maximum class size must be established to compare to the actual class size in order to determine the excess capacity. The maximum class size for each course series, i.e. $1000,2000,3000$, and 4000 levels courses, is an input to the model as selected by the user. However, the maximum class size has been limited to 30 students. There are not many classrooms that hold more than 30 students. Additionally, it is felt that the quality of teaching starts to suffer as class size approaches 30 . While there are some classrooms that can hold more than 30 students, they are few in number and hard to schedule. However, this assumption can affect the results of the model. For instance, IS0125R, the basic computer course offered to all FM students during the second and the fourth quarter
is listed as having 69 and 35 students respectively during FY96. The computer lab in Ingersoll Hall holds about 30 students. In fact, this course was taught to more than one section at different times. This is just one example of many unique cases that exist, as far as class size is concerned. Ideally, all the variables that affect class size should be included in the model, but that is just not possible.

Excess capacity is defined as the difference between the maximum class size, as selected by the user or a maximum of 30 students, and the actual class size during FY96.

Figure 3-11 depicts how the spreadsheet determines the excess capacity.

## 6. New Section Required

Once the excess capacity for each course is known, whether or not a new section is required must be determined. Before that can be done, the fact that several sections of the same course could be offered during the same quarter must be taken into account. In this case, the excess capacities for all the segments are summed, resulting in a total for that course for that quarter. This same calculation is performed for each quarter. See Figure 3-12 for a graphical explanation.

How frequently courses are taught varies. Some courses are taught every quarter, while some may only be offered every other quarter, or even just once a year. Somehow, based on the course excess capacities, it must be determined whether a new section is required. The assumption is that, if during FY96, the selected number of additional students exceeds the excess capacity of a course during ANY QUARTER, then a new section is required. This assumption presents a problem and a clear limitation. For



Figure 3-12. New Section Required?
example, one might ask, "Should the excess capacity be an average of the capacities over the quarters that the course was offered? Is there some other relationship?" While not as clear, excess capacity is largely affected by the expected number of incoming students, which can remain unknown up until a few weeks before classes start. How much lead time the academic departments have to make adjustments to course assignments and offerings affects their ability to accurately determine excess capacity. The lead time issue will be discussed in the assumptions and limitations section.

Once it has been determined that a new section is required, the object is to assign a cost to that new section in order to calculate a marginal cost per student. The next two sections address this process and the options available.

## 7. Options for providing that Instruction

There are several different options available to the academic departments for providing the instruction for a new section, which have been included in the model as input options that the user may select. This section will discuss the options that are available, the rationale behind determining how much each option costs, and the limitations to these cost determinations. The following options are available for the user to select as inputs to the model: hire a new professor, divert a professor away from research, or contract an instructor from outside NPS. The specifics of the cost of each of these options is discussed in Chapter IV.

## a. Hire a New Professor

With the current reality, this option may seem a bit remote, but with large changes in the number of additional students selected, it could become a viable option. How much a new professor costs is not easily answered. It depends on the course required, the existing manning of the affected academic department, and the current funding status, among others. The assumption made for this model is that it would cost the average total civilian faculty salary. The details of this assumption are discussed in the next chapter. This may seem a bit high, but once a professor is hired, that cost should be considered a sunk cost, for at least a period of a year. With additional research, this assumption could be refined and an input could be provided, so that the user could change the assumption. Additionally, the course would incur some fraction of the teaching costs incurred by the academic department over the course of the year.

## b. Divert a Professor from Research

The most probable method for providing the instruction would be to divert a professor from research to teach the course. As will be discussed in the next chapter, civilian faculty salaries are broken up into three areas, Direct Teaching (DT) salary, Direct Funded Research (DFR) salary, and Reimbursable Research (RR) salary. The cost of diverting a professor from research would be some fraction of the Direct Teaching salary.

## c. Contract an Outside Instructor

The last option is to contract an instructor who is not a faculty member at NPS. This is done infrequently and may not be a feasible solution; however, the current push towards outsourcing in the Department of Defense may change the frequency.

## 9. The Marginal Cost per Student

Once it is determined that a new sectic.is required and the user has entered how the instruction will be provided for each academic department, the model calculates the total cost of adding the selected number of students. The user may also enter the fraction of the direet teaching salary to be used as the cost of diverting a professor from research and whether fringe benefits should be included in the calculation. This is further explained in Chapter IV. See the Marginal Cost per Student Input Page in Figure 3-13 and also in Appendix B. The model calculates the cost of each new section required. These costs are then summed resulting in a total marginal cost of providing education for the selected number of additional students. This sum is copied to the Marginal Cost Output section of the Input page and then divided by the selected number of additional students to enter the FM curriculum. Realistically, this results is an "average" marginal cost per student.

## G. MODEL ASSUMPTIONS AND LIMITATIONS

## 1. Introduction

The Marginal Cost per Student model doesn't answer all the questions. It is based on certain assumptions and has some limitations in its utility, but, as long as these are understood, the model can be used to answer some important "what-if" questions. This section will discuss some more of the assumptions and limitations that have not already been addressed. There are limitations to the data that were used in the model, problems with the excess capacity assumption, and a lead-time issue.

## MARGINAL COST PER STUDENT MODEL INPUT PAGE

Welcome to the Marginal Cost per Student INPUT Page. This model has been developed to analyze a single curriculum, but the methodology can be applied to any other curriculum. The data was extracted from the COST PER CURRICULUM MODEL by using a logic command to determine whether or not a course was taken by any students in the particular curriculum.

The model was developed using data from the 837 - FINANCIAL MANAGEMENT Curriculum ONLY. Assumptions are further explained in the text of the thesis.
INPUT the MAXIMUM Class size for the following course levels:


The maximum class size has been automatically constrained to 30 students, unless you INPUT less. This assumption is further explained in the text of the thesis.

INPUT the desired INCREASE in the number of students enrolled in the 837 Curriculum:
Number of Adoltional Students.


For each Department, INPUT HOW the Instruction should be provided for a NEW section:


## AVAILABLE OPTIONS:

Hire a NEW Professor
DIVERT a Professor from Research CONTRACT an Outside Instructor

Please see the OPTIONS Worksheet for a complete discussion of the available options.
ब
Check this block to INCLUDE FRINGE BENEFITS in the cost calcualtion of diverting a professor from Research.

A percentage of the DIRECT TEACHING salary (with or without fringe benefits) is assumed to be the cost of diverting a professor from research. INPUT the desired percentage. The model assumes $1 / 8$ or 0.125 , as explained in the text of the thesis.


## MARGINAL COST OUTPUT

Based on the INPUT you entered above, the model has calculated the TOTAL MARGINAL COST of providing education to the number of aoditional students in the FINANCIAL MANAGEMENT Curriculum. The total cost is divided by the number of additional students (INPUT) resulting in a MARGINAL COST PER STUDENT.
$\square$
$\square$

Figure 3-13. Marginal Cost per Student Input Page

## 2. Data

The data were FY96 numbers, courses, and schedule. In all likelihood, this year's data will not be the same. There are a number of reasons for this. Courses are planned and scheduled based on a projected number of incoming students. This can vary from quarter to quarter due to late starters or students transferring into the curriculum.

Considering that one year's worth of data includes three different class sections of FM students, at different stages of instruction at NPS, it could be argued that the data may not be that much different from year to year.

It is pössible that current or future plans could be incorporated into the model to give decision makers a view of the current reality of the marginal cost per student. If a projected class schedule was "pasted" over the existing data and a projected student load was included, the model could be modified to answer current "what-if" questions. This is a possibility that is discussed later in Chapter VI.

## 3. Class Size

The real limitation is determining the true excess capacity. The excess capacity is determined based on some maximum class size. Could classes be rescheduled so that a larger classroom could be used? Is there a way to teach more than 30 students and still get the quality of a graduate level course with a smaller number of students? The maximum class size has been limited to 30 students, as previously discussed. Classroom size does hinder scheduling many courses with more than 30 students. However, the larger factor is the quality of teaching issue. There is a general agreement that the quality
of teaching is hindered when class sizes approach 30 students, especially in the higher level courses. With more research, perhaps a better assumption could be made, and an input could be added to the model to give the user a chance to enter his/her own assumptions.

What is clear, and will be discussed in Chapter VI, is that the marginal cost per student is largely a function of section size and also highly dependent upon the existing excess capacity at the school.

## 4. Lead Time Issue

While additional students would be commencing their study immediately, some of the courses required, as calculated by the model, would not be taken until much later. This time would give decision makers time to revise their plan to accommodate the additional students. Practically, the marginal cost per student may be influenced heavily by the required courses in the FIRST quarter, implying that planning might be able to significantly lower these marginal costs. The model assumes that all courses are required now. However, in reality, that is not the case. This lead time issue could be incorporated in the model, by discounting the costs of courses that would not be required immediately. The assumption there is that some lead-time results in additional planning that could lower the marginal costs.

The marginal cost in this thesis is only valid for a small change in the number of students. It has been assumed that the "short run" is the relevant time period and therefore, many of the costs associated with the instruction of students are assumed to be fixed. When these costs actually become variable could also be argued, but it is beyond
the scope of this thesis. What we do know is that at some point the costs assumed to be fixed start to become variable, and most probably not all at once, as the number of incoming students is increased. At some point, the infrastructure must expand to meet the support requirements of these additional students. Therefore, it is assumed that the time period is the short run, where most of the support costs of instruction are fixed.

## 5. Other costs associated with teaching

As will be explained further in Chapter IV, only the direct teaching salary was included in the calculation of the cost of a newly required section. There are certainly other costs that will be incurred by an added course. However, the specifics of those costs were not investigated as part of this thesis. Future research could be done to refine the costs of individual courses, which would result in a more accurate marginal cost per student.

The next chapter will discuss more of the rationale behind the costs that were selected to be included in both of the models, i.e. what these costs are, how they were arrived at, the assumptions in the calculation of the costs, and a discussion of other costs that could be included in the model.

## IV. COST DATA

## A. INTRODUCTION

This chapter will present the cost data that was used in the models, explain how it was collected and derived, explain what costs were not included and why, and finally, discuss what costs could be included in the model with some modifications. As previously mentioned, this thesis primarily is concerned with the methodology behind developing flexible models that can incorporate numerous other desired assumptions and costs. Many of the costs used in the model were selected because they were considered direct costs of teaching and were particularly relevant to the marginal cost of graduate education.

## B. COST DATA

## 1. Introduction

This section will present the costs that were used in the Costs per Curriculum Model and the Marginal Cost per Student Model. It will discuss how the costs were derived, how the costs were allocated to the academic departments and some of the assumptions that were made. Finally, costs that were not included in the models will be mentioned.

## 2. Cost per Curriculum Model Costs

The cost categories used in the Cost per Curriculum Model are listed as inputs to the model in Figure 3-4 and Appendix A, and are discussed in the following sections. The final section will discuss what costs were not included in the Cost per Curriculum Model.

## a. Civilian Faculty Direct Teaching Salary

When discussing marginal costs, the first costs that come to mind are the direct costs of instruction, which includes the salaries of the professors and military instructors that teach the courses. The Cost per Curriculum Model includes the Direct Teaching (DT) salaries of the civilian faculty. Faculty salaries are broken into three categories, Direct Teaching (DT), Direct Funded Research (DFR), and Reimbursable Research (RR), as can be seen in Figure 4-1. All the salary costs are presented here, because the average total civilian faculty salary is used later as the average cost of hiring a new professor. For the purposes of trying to estimate the marginal cost per student at NPS, only the Direct Teaching salaries were selected to be included in the model. Civilian Faculty Fringe ${ }^{1}$ is calculated as a percentage of the salary, and was $21 \%$ for FY96. This results in a Fringe factor of 1.21 that should be included in the direct teaching salary.

Fringe has been included as an input to the model, so that the user can decide whether to include it or not. These costs were extracted from the FY96 Faculty Budget Plan/Execution Summary Report.

[^1]FY96 FACULTY BUDGET PLAN I EXECUTION SUMMARY

Note 1: Data extracted from the FY 96 Faculty Budget Plan/Execution Summary Report

Figure 4-1. FY96 Faculty Budget Plan/Execution Summary

## b. Military Faculty Salary

This section will present the list of military instructors that were attached to NPS during FY96 and list their composite salaries, see Figure 4-2. The assumption is that military instructors are paid the same whether they are fully involved with research or with teaching, so that their salary can be considered somewhat of a fixed cost. However, if the student enrollment was to decrease, would these billets still exist? Are the military instructor billets a function of the number of students at NPS? No research was conducted to address this issue, so the assumption is that they do need to be included in the marginal cost discussion. Additionally, no research was conducted to determine how many courses military instructors taught during FY96, other than the course listing in Appendix A, nor was there any attempt to allocate their particular salaries to the courses that they taught. A list of the Military Faculty on board NPS during FY96 was obtained from the Office of Academic Planning.[Ref. 10] The number of work-years was assigned to each military faculty member based on how long they were assigned to NPS, regardless of employment. Additional research could accurately match military faculty salaries with a specific course, but that was not performed in conjunction with this thesis. The military faculty salaries used are pay rates included in a Defense Finance and Accounting Service (DFAS) instruction entitled, FY96 Navy and Marine Corp Composite Standard Military Rates, and includes pay and benefits which make the composite salaries equivalent to the civilian salaries with fringe benefits.

## MILITARY INSTRUCTOR SALARIES

FY97 Nawy Marine Corps Composite Military Standard Rate

| Dept Code | Academic Dept | Rank |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Wres | Composite Military Rate | TOTAL (Salary $X$ wr's) |
|  | $\begin{aligned} & \text { NS } \\ & \text { NS } \end{aligned}$ | $\begin{aligned} & 06 \\ & 06 \end{aligned}$ | 1.00 | 118,498 | \$118,498 |
|  |  |  | 1.00 | 118,498 | \$118,498 |
|  |  |  | NS | TOTAL; | \$236,996 |
|  | SM | 04 | 1.00 | 85,983 | \$85,983 |
|  | SM | 05 | 1.00 | 102,463 | \$102,463 |
|  | SM | 05 | 1.00 | 102,463 | \$102,463 |
|  | SM | 05 | 1.00 | 102,463 | \$102,463 |
|  | SM | 04 | 1.00 | 85,983 | \$85,983 |
|  | SM | 04 | 1.00 | 85,983 | \$85,983 |
|  | SM | 05 | 0.83 | 102,463 | \$85,386 |
|  | SM | 05 | 0.75 | 102,463 | \$76,847 |
|  | SM | 05 | 0.75 | 102,463 | \$76,847 |
|  | SM | 04 | 0.67 | 85,983 | \$57,322 |
|  | SM | 05 | 0.17 | 102,463 | \$17,077 |
|  | SM | 05 | 0.17 | 102,463 | \$17,077 |
|  |  |  | SM | TOTAL | \$895,895 |
| 06 | AA | 03 | 1.00 | 72,343 | \$72,343 |
| - |  |  | AA | TOTAL | \$72,343 |
| + | CS | 05 | 1.00 | 102,463 | \$102,463 |
|  | CS | 04 | 1.00 | 85,983 | \$85,983 |
|  | CS | 05 | 1.00 | 102,463 | \$102,463 |
|  | CS | 04 | 1.00 | 85,983 | \$85,983 |
| 07 |  |  | CS | TOTAL | \$376,892 |
|  | EC | 04 | 1.00 | 85,983 | \$85,983 |
|  |  |  | EC | TOTAL | \$85,983 |
|  | MA |  |  |  | \$0 |
|  |  |  | MA | TOTAL | \$0 |
|  | ME | 04 | 1.00 | 85,983 | \$85,983 |
|  |  |  | ME | TOTAL | \$85,983 |

Figure 4-2. Military Instructor Salaries

MILITARY INSTRUCTOR SALARIES

| Dept <br> Code | Academic <br> Dept | $\underline{\text { Rank }}$ | $\underline{\text { wr's }}$ | Composite <br> Military <br> Rate | TOTAL <br> (Salary X <br> W/'s) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | MR | 05 | 1.00 | 102,463 | $\$ 102,463$ |

Figure 4-2. Military Instructor Salaries (Continued)

## c. Civilian Mission Staff Salary

This section will discuss the cost of the civilian staff. Only the civilian staff in the academic departments were included in this calculation. Civilian staff salaries include a direct salary, an indirect salary (a fraction of the reimbursable research money that is brought into NPS, in accordance with Navy Comptroller (NAVCOMPT) regulations) and a reimbursable research salary (if applicable). All salary categories are listed in Figure 4-3, but only the direct salaries are included in the model. These numbers were extracted from the FY96 Mission Staff Budget Plan/Execution Summary. The indirect and reimbursable research salaries were left out of the model because it was felt that they were not directly related to teaching, independent of a change in the student enrollment at NPS. For 1996, fringe for civilian staff was determined to be $23 \%$.

## d. Academic Department OPTAR and Travel

This section will discuss the allocation of OPTAR/Travel costs to the various academic departments, how the amounts were derived, why some were left out, and finally present the data used in the model. OPTAR/Travel money is money that is allocated to NPS in the form of an operating budget called Operating Target (OPTAR) to spend on the operations of the command. OPTAR Travel money is operating money that is budgeted for and used for education related travel. All OPTAR/Travel money obligated during FY96 is included in the NPS Operating Budget Sub-Cost Center Balance OPTAR Report. Only that OPTAR/Travel obligated in the three academic codes, 06,07 , and 08 were included in the model. Refer to Figure 3-1 for a description of the money flow to the academic departments.



Figure 4-3. Civilian Mission Staff Salaries

OPTAR/Travel money not associated with a specific academic department was allocated to the departments using several different allocation bases. The allocation numbers were calculated for each academic department and for all the departments as a whole. See Figure 4-4 for a listing of these percentages. Academic Code Dean Costs were allocated to the various academic departments based on the percentage of faculty work-years within the respective Academic Codes. Academic Code printing costs were allocated to the departments based on a percentage of the total number of students taught with the respective academic code. Laboratory Maintenance costs were listed as a Code 07 cost, but include all laboratory maintenance costs. Therefore, this cost was allocated to the academic departments based on the percentage of the total number of lab hours for all the departments. This includes all courses that were taught, as listed in Appendix A. Figures 4-5, 4-6, and 4-7 show the OPTAR/Travel costs and allocation for each Academic Code.

Some of the line items were investigated to determine their relevance to teaching and removed from the OPTAR/Travel total. In Code 06, the OPTAR/Travel identified as being associated with BASE MANAGEMENT was removed from the model after determining that this money was spent primarily on investigating a new curriculum. In Code 08 , the OPTAR/Travel identified as being associated with JOINT WARFARE was removed after determining that this money was spent by a number of different entities at NPS and it was not directly related to teaching at NPS. This was a considerable amount of money and an argument could be made for including this. All OPTAR/Travel was included in the allocation of indirect mission support costs, which will be discussed in


Figure 4-4. Allocation Data
NPS OB Sub-Cost Center Balance OPTAR/Travel Report dtd 10/22/96
Code 06 OPTAR Obligated FY96

ToTAt,
$4+6,609$,
42,054

TOTAL
SM TOTAK\#
NS TOFA

$\square$ | Dept |
| :---: |
| Code |
| 0 E . |



Figure 4-6. CODE 07 OPTAR/Travel Report
CODE 08 －OPERATIONAL AND APPLIED SCIENCES OPTAR／TRAVEL REPORT


10,629
13,171
11,322
20,103
9,474
17,009
3,076

TMOT INCLUDED

TOTAL
4

Code 08 OPTAR Obligated FY96
足

| OPTAR |
| :--- |
| TRAVEL |

岂瑯
我筑
宸
山紋
64，698



2



 OS，LAB IOTMER． O 0 ．
OC Allocated based on Lab Hours of Instruction OC

Figure 4－7．CODE 08 OPTAR／Travel Report
the next section.
e. Indirect Mission Support Cost Allocation

LT Brian Drapp's thesis entitled, Indirect Mission Support Costs at the
Naval Postgraduate School [Ref. 11], develops a methodology for allocating the indirect mission support costs at NPS to five cost objects. Three of the five cost objects are the academic codes, 06,07 , and 08 . This section will briefly discuss this thesis, discuss the costs that were allocated and present how those costs were allocated to the academic departments, so that they could be included in the model.

In the above mentioned thesis, five cost objects were identified, the Academic codes, 06, 07, and 08, the Research office, code 09, and the Aviation Safety School, code 10. In general, the costs incurred at NPS during FY96 were allocated to those five cost objects. The only costs not included in the model were the direct costs; civilian faculty salaries and the military instructor salaries, both of which have been included in the Cost per Curriculum Model. All OPTAR/Travel that had any relevance to the five cost objects was allocated in Drapp's thesis.

Since the indirect mission costs were only allocated down to the academic codes, a method of allocating that cost to the academic departments had to be derived. Most of the allocation in the thesis was done based on the number of personnel. Depending on the cost incurred, any number of allocation bases may be appropriate. An alternative allocation base to the number of personnel is the WCH, discussed in the last chapter. The allocation of the indirect mission costs is shown in Figure 4-8.

## Indirect Mission Support Costs at NPS

In LT Brian Drapp's Thesis entitled, Indirect Misston Support Costs at the Naval Postgraduate School, he developed a program that allocates the indirect mission support costs at NPS to 5 Cost objects, 3 of which are the Academic Codes $(06,07,08)$.

The indirect costs are allocated based on WCH (with $A=1$ and $B=1.5$ ) for courses WITH MORE THAN FOUR STUDENTS ONLY.

| NPS Code | Code | Academic Department | WCH | \% | Indirect Costs |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 06 | NS | National Security Affalrs | 599.0 | 0.369753086 | \$3,702,542 |
|  | SM | Systems Management | 1021.0 | 0.630246914 | \$6,311,011 |
|  |  | Total 10,013,553 | 1620.0 | 1.0 | \$10,013,553 |
| 07 | AA | Aeronautics and Astronautics | 396.0 | 0.153280434 | \$2,512,994 |
|  | CS | Computer Sclence | 544.5 | 0.210760596 | \$3,455,367 |
|  | EC | Electrical and Computer Engineering | 806.0 | 0.311979872 | \$5,114,831 |
|  | MA | Mathematics | 430.0 | 0.166440875 | \$2,728,756 |
|  | ME | Mechanical Engineering | 407.0 | 0.157538223 | \$2,582,799 |
|  |  | Total 16,394,747 | 2583.5 | 1.0 | \$16,394,747 |
| 08 | OC | Oceanography | 171.0 | 0.116326531 | \$1,683,923 |
|  | OR | Opérations Research | 573.0 | 0.389795918 | \$5,642,618 |
|  | MR | Meteorology | 157.0 | 0.106802721 | \$1,546,058 |
|  | PH | Physics | 445.5 | 0.303061224 | \$4,387,062 |
|  | GRPS | Groups (UWISP/EWICC) | 123.5 | 0.084013605 | \$1,216,166 |
|  |  | 14,475,826 | 1470.0 | 1.0 | \$14,475,826 |
|  |  | TOTAL 40,884,126 | 5673.5 |  | \$40,884,126 |

Figure 4-8. Indirect Mission Support Cost Allocation

## f. What costs were not included

This section will briefly discuss what costs were not included in the model.
Part of the rationale behind developing a flexible model was to include as many relevant costs as possible, so that the reader could choose what costs should be included. This would allow the reader to run the model for different assumptions, resulting in better comparisons with other calculations that have been made. Identifying and allocating all the costs that are relevant to teaching students at NPS is beyond the scope of this thesis, as was stated before. The 1991 thesis entitled Unit Costing at the Naval Postgraduate School allocated many of these costs in accordance with the Department of Defense (DOD) Unit Costing guidelines. Drapp used a computer program to allocate the indirect mission support costs to the academic codes, 06,07 , and 08 . Using the methodology introduced in Drapp's thesis, costs could be grouped and made separate inputs to the model. That would let the reader select which costs should or should not be included in the model.

Other than the Direct Funded Research OPTAR/Travel money that was included in Drapp's indirect mission support cost allocation, no other research money was included in the model. At some point there is no clear distinction between teaching and research for costing purposes. Determining how much time a professor spends on research versus teaching is relatively easy to do, but trying to determine how much of his/her research time was spent with students or thesis advising is not so easy. Research is a very important part of the graduate level experience and should not be dismissed.

However, trying to place a dollar amount on the research that does go towards a student's
education is beyond the scope of this thesis. For that reason, civilian faculty DFR and RR salaries were not included in the models. Civilian mission staff indirect and RR salaries were not included in the model.

The other cost that has not been included in either model is the Foreign Military Training (FMT) tuition and the tuition from reimbursable students. The tuition is reimbursed to NPS and the money is allocated to a number of different entities throughout the base. Some costs included in the model have FMT and other reimbursable tuition money included. That cost was not subtracted from the salary total. Therefore, the total costs reflect costs incurred by all the students on board at NPS during FY96. In the past, FMT and other student tuition has been subtracted from the costs and the denominator is changed to just Department of the Navy (DON) students, Navy and Marine Corps, in an attempt to calculate the cost per student for just the DON students. The problem with this is that it assumes that FMT and other student reimbursable tuition is covering the education expenses. That is an issue that would require in-depth research, and it was not addressed in this thesis. Obviously, to get an accurate picture of the cost per student, all the funding sources must be included.

## 3. Marginal Cost per Student Model Costs

In addition to the costs included in the Cost per Curriculum Model, there were some costs and assumptions that went into the Marginal Cost per Student Model, as discussed in the last chapter. This section will briefly discuss the costs associated with the options for providing instruction if a new section of a course is required, per the Marginal

Cost per Student Model. Assumptions had to be made to assign costs to these options, and it is recognized that with additional research, these assumptions could be improved to better represent the various scenarios. Recall the three options, discussed separately below.

## a. Hire a new Professor

How much a new instructor would cost depends on numerous variables.
As discussed in the previous chapter, hiring a new professor is probably not the preferred option if a new section is required, but should be considered as one of the choices. The cost of a hiring a new professor is largely dependent on what kind of course needs to be taught. A lower level course might not require the same kind of credentials that a higher level course might. However, once a professor is hired, the contract is usually such that NPS is required to pay the professor for some definite period of time. The assumption for the model is that the cost of hiring a new professor is equal to the average total salary for a faculty member in a particular academic department. Faculty members can be paid up to 10 months worth of Direct Teaching salary; the rest comes from DFR or RR money. For new faculty members, who seldom have established research contacts, the remaining two month's salary is paid out of DFR. With additional research, this cost of hiring a new professor assumption could be refined and also included as an input to the model, so that different assumptions could be made. The average total civilian faculty salary is listed in the last column of Figure 4-1.

## b. Divert a Professor from Research

Disregarding the research issue, if a professor must be diverted from research to teach a course, the cost will be some fraction of the direct teaching salary for the year. How direct teaching is handled varies somewhat from department to department. Without having access to individual faculty salaries and pay scales, an assumption had to be made that covered most of the scenarios. Assuming that a professor would get credit for one work-year of direct teaching if he/she taught two four-hour courses each quarter, than a new course would be one-eighth $(1 / 8)$ of that total. Figure 4-9 divides the total direct teaching salaries for each academic department by the total number of direct teaching work-years (W/Y's), with and without Fringe. This represents an average direct teaching salary per one work-year. This salary is multiplied by $1 / 8$ (0.125), resulting in the cost of diverting a professor from research for each of the academic departments. Keep in mind this is only an average cost. This has been included as an input to the model, so that the user can enter the fraction of the direct teaching salary that should be used in the calculation.

## c. Contract an outside Instructor

The last option is to contract an instructor from outside NPS. This option is seldom used at NPS, in fact, only twice during FY96. Whether it should be an option could be argued, but it has been included in the model. The issue of outsourcing some of the education requirements at NPS is not addressed in this thesis. As far as placing a cost on hiring an instructor for just one course, there is no historical data to refer to. However, a cost of $\$ 7500$ /course is assumed in the model, based on anecdotal evidence. Further

## The Cost of Diverting a Professor from Research



| Direct Teaching Cost（W／O FRINGE）to teach ONE course |  |  |  |  |  | Teach 1 additional course | DF Sataty cost of acdititionsl course |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEPT | DT | DT Salary | Fringe | $\begin{gathered} \text { Total } \\ \text { DT Salary } \end{gathered}$ | AVG DT Salary per ONE WM |  |  |
| NS | 19.52 | 1，381，306 | 1.00 | 1，381，306 | \＄70，764 | 0.125 | \＄8：845 |
| SM | 31.84 | 2，699，879 | 1.00 | 2，699，879 | \＄84，795 | 0.125 | \＄10，599 |
| AA | 9.70 | ＋918，512 | 1.00 | 918，512 | \＄94，692 | 0.125 | \＄11，833 |
| CS | 11.60 | 995，924 | 1.00 | 995，924 | \＄85，856 | 0.125 | \＄10722 |
| EC | 20.26 | 1，742，558 | 1.00 | 1，742，558 | \＄86，010 | 0.125 | 510．75 |
| MA | 14.87 | 1，243，373 | 1.00 | 1，243，373 | \＄83，616 | 0.125 | 510．42 |
| ME | 11.57 | 1，030，522 | 1.00 | 1，030，522 | \＄89，068 | 0.125 | SikN34 |
| OC | 7.28 | 626，793 | 1.00 | 626，793 | \＄86，098 | 0.125 | 510，762 |
| OR | 15.65 | 1，398，871 | 1.00 | 1，398，871 | \＄89，385 | 0.125 | 54紋䜌 |
| MR | 6.15 | 537，810 | 1.00 | 537，810 | \＄87，449 | 0.125 | \＄4953\％ |
| PH | 14.21 | 1，254，461 | 1.00 | 1，254，461 | \＄88，280 | 0.125 | \＄w．035 |
| GRPS | 7.92 | 706，859 | 1.00 | 706，859 | \＄89，250 | 0.125 | \＄6約56 |

Figure 4－9．Direct Teaching Salary Computation
research could substantiate the costs of contracting an outside instructor.

## C. COSTS THAT COULD BE INCLUDED IN THE MODEL

Both models have been developed such that other costs can be incorporated. If costs can be allocated to the academic departments, then they can be used in the model. In the future, if a new accounting system can track the costs of education more accurately, other direct and indirect costs can be identified and included in the model. This would result in a model that is even more flexible and could handle many more assumptions. Additional research on unit costing is anticipated, and those results could be added to the model. More importantly, the costs could be broken down, in order to provide the user with as many options as possible. This way, the user can enter his/her own assumptions.

This flexibility of both models will be evident the next chapter, when the model results, given certain assumptions are compared to previous calculations.

## V. ANALYSIS OF RESULTS AND COMPARISON WITH PAST DATA

## A. INTRODUCTION

This chapter presents the results of both models. Illustrative results for runs with different inputs and assumptions are tabulated and discussed. The results of the two models are annualized so that they can be more meaningfully compared. Finally, a comparison of the model results with some of the past calculations, discussed in Chapter II, is presented.

## B. MODEL RESULTS

The results of various runs of the Cost per Curriculum Model (CCM) are presented in Figure 5-1. The average cost per student is calculated in the model by dividing the total costs entered by the average number of students on board NPS during FY96 (AOB). See Appendix C for AOB calculations. See Appendix D for Input and Output Pages for each of the runs listed in Figure 5-1.

The results indicate a large variation in cost per student across the 44 curricula at NPS. In the past, the "average cost per student" calculations could not show these variations across different curricula. The examination of the reason for such variation was not included as part of this thesis.

| COST PER CURRICULUM MODEL RESULTS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \mathbf{R} \\ & \mathbf{u} \\ & \mathbf{n} \\ & \# \end{aligned}$ | $\begin{aligned} & \mathbf{D} \\ & \mathbf{T} \\ & \hline \end{aligned}$ | $\begin{aligned} & f \\ & r \\ & i \\ & n \\ & g \\ & e \end{aligned}$ | $\begin{array}{\|l\|} \hline \mathbf{M} \\ \mathbf{I} \\ \hline \end{array}$ | $\begin{aligned} & \mathrm{S} \\ & \mathrm{~T} \\ & \mathrm{~A} \\ & \mathrm{~F} \\ & \mathrm{~F} \end{aligned}$ | $\begin{aligned} & \mathrm{F} \\ & \mathrm{r} \\ & \mathbf{i} \\ & \mathrm{n} \\ & \mathrm{~g} \\ & \hline \end{aligned}$ | $\begin{aligned} & \mathbf{O} \\ & \mathbf{P} \\ & \mathbf{T} \\ & \mathbf{A} \\ & \hline \end{aligned}$ | $\begin{array}{\|l} \mathrm{I} \\ \mathrm{~N} \\ \mathrm{D} \\ \hline \end{array}$ | Average Cost per Student | FM Carriculum Average <br> Cost per Student | Annualized Curricula Cost per Student Range |
| 1 | X | X |  |  |  |  |  | \$12,197 | \$8,891 | \$5,710-\$24,320 |
| 2 | X | X |  |  |  | $\mathbf{X}$ |  | \$13,359 | \$9,702 | \$6,223 - \$25,890 |
| 3 | X | X | X |  |  |  |  | \$14,229 | \$10,884 | \$6,986 - \$41,204 |
| 4 | X | X | $\mathbf{X}$ |  |  | $\mathbf{X}$ |  | \$15,391 | \$11,695 | \$7,509 - \$42,774 |
| 5 | X | X | X | X | X | X |  | \$19,202 | \$12,694 | \$8,167-\$57,433 |
| 6 | X | $\mathbf{X}$ | X |  |  |  | X | \$42,581 | \$29,403 | \$18,917- \$97,091 |
| - X denotes costs entered as input to the model <br> - WCH coefficients $\mathrm{A}=1$ and $\mathrm{B}=1.5$ <br> - Excludes all courses with class sizes of 4 or less |  |  |  |  |  |  |  |  |  |  |

Figure 5-1. Cost per Curriculum Model Results

However, the results provide no insight into the additional costs of education at NPS due to an increased enrollment. The Marginal Cost per Student Model (MCM) provides such cost figure. Results of the MCM are presented, annualized and compared with CCM results in Figure 5-2.

The output of the Cost per Curriculum Model represents the historic average cost per student per year in each curriculum. The output of the Marginal Cost per Student Model represents the marginal cost of a given number of additional students for the Financial Management curriculum, which is 18 months in duration. Dividing the results of the Marginal Cost per Student Model by 1.5 produces an annualized marginal cost per
student. The annualization enables a more reasonable cost comparison across curricula with different durations.

| MARGINAL COST PER STUDENT MODEL RUNS |  |  |  |
| :---: | :---: | :---: | :---: |
| A <br> Number of <br> Additional <br> Students | B | Cotal Cost | D <br> Cost per Student <br> $(=$ B/A) | | Annualized <br> Marginal Cost per Student <br> $(=$ C $/ 1.5)$ |
| :---: |
| 5 |

Figure 5-2. FM Curriculum Annualized Cost per Student Comparisons

## C. ANALYSIS OF MODEL RESULTS

Based on the comparison in Figure 5-2, it would appear that the marginal cost per student is not that different from the historical average cost per student. However, caution should be taken in concluding that there is any particular quantitative relationship between the average cost and the marginal cost.

There is a complex relationship between the average unit cost and the marginal cost depending on the existing excess capacity and course subsidization. For example, if a
particular curriculum is running at capacity, i.e. most class sizes are near 30 , the average cost per student would be lower, while the marginal cost would be higher. Conversely, if there was some excess capacity, the average costs would be higher and the marginal costs would be lower.

The second important variable that will affect the relationship between the average costs and the marginal costs is referred to as course subsidization, or the extent to which students from other curricula are taking courses with students from the curriculum in question. For a given capacity, more of these "other curricula" students enrolled in the course would make the average cost for the curriculum in question lower.

Both of these variables interact such that no simple relationship between the average and marginal costs can be concluded. The important comparison to make between the two models is that the Cost per Curriculum Model is static, it can only provide a historic average cost per student. However, the Marginal Cost per Student model does provides the user with a picture of how costs will vary with student loading.

## D. COMPARISONS WITH PAST CALCULATIONS

The flexibility of the models allows the user to compare the results of the models with the calculations performed in the past. Recall the methodology and results of the calculations discussed in Chapter II. Other than the 1975 Graduate Education Study [Ref. 3], the marginal cost per student has not been addressed in the past. The difference between the average costs and the marginal cost per student is clear. For each case, as long as the costs used in the estimates are known, then the Cost per Curriculum model
could be used to calculate an average cost per student per curriculum. The specific comparison of past calculations with the results of the new models could be done, if the costs used in the previous calculations were known and the costs could be allocated to the academic departments. By using the new models, cost differences between the curricula and the effects of changing the student enrollment could be computed.

Using civilian faculty direct teaching salary, military instructor salary and indirect mission support costs as inputs to the model produces results that closely resemble the methodology used in the N81 Study [Ref. 7] and the draft CNA study [Ref. 2]. However, because different costs were used in each case, caution must be taken when comparing the results. With additional research, all the costs used in the previous studies could be compiled, allocated and used in the model. This would result in more comparable information about the average cost of education, specifically by curriculum, than just the average numbers presented in the study.

The Marginal Cost per Student model provides decision makers a valuable tool that could be used to determine the marginal cost of education at NPS. If information about changes in the student enrollment was required, then the Marginal Cost per Student model could be modified to evaluate other curricula. See the results in Figure 5-3.

| Study/Cost Estimai | Methodology | Relevant Costs used | Annual Cost/Graduate |
| :---: | :---: | :---: | :---: |
| Graduate Education Costs [Ref. 7] <br> N81 Memorandum <br> March 1993 | Annual Cost per Student comparison of NPS and CIVINS (excludes military salary, BAQ/VHA) | Academic O\&MN <br> BOS (NPS share) <br> MRP (NPS share) <br> FECA <br> HAZMAT <br> Family Service (NPS share) <br> OPN (avg FY94-99) <br> MILCON (avg FY94-99) <br> FHN <br> FMT <br> Tuition (other students) <br> STAFF MPN | $\$ 40,184$ <br> (FY94) <br> (ALL students) <br> $\$ 50,512$ <br> (FY94) <br> (Only DON students, minus FMT and Other Tuition) |
| Bottom-Up <br> Assessment of Navy Flagship Schools [Ref. 9] | Looking at annual cost per student at top-tier technical schools (1993-1994) <br> (In accordance with IPEDS definitions) | Expenditures/student/year <br> O\&MN, OPN, MPN, <br> Tuition, excludes student salaries $\mathrm{AOB}=1461$ <br> DON (w/out reimbursable tuition) $\overline{\mathrm{AOB}}=1074$ | $\begin{aligned} & \$ 46,880 \\ & \$ 57,570 \end{aligned}$ |
| Center for Naval |  | IPEDS Total (1993-1994) | \$55,000 |
| May 1997 |  | IPEDS Educational <br> Cost of Instruction, academic and institutional support, student services, excludes cost of physical plant. | $\begin{gathered} \mathbf{\$ 2 8 , 0 0 0} \\ (1993-1994) \end{gathered}$ |
| A Methodology for Determining the Marginal Cost per Student at NPS Thesis | Marginal Cost Model (based on excess capacity) | FM Curriculum ONLY <br> Marginal Cost per Student for 10 additional students (see Fig. 5-2) | $\begin{gathered} \$ 10,295 \\ \text { (Any9alized) } \end{gathered}$ |
|  | Cost per Curriculum Model <br> (allocates costs to courses then to students) | Average Cost per Student includes <br> Faculty Direct Teaching Salary <br> Military Instructor Salary <br> Indirect Mission Support Costs | $\begin{gathered} \$ 42,581 \\ \text { (FY96) } \\ \text { (See Fig. 5-1) } \end{gathered}$ |

Figure 5-3. Comparison with Past Results

## VI. CONCLUSIONS AND RECOMMENDATIONS

## A. INTRODUCTION

The objective of this thesis was to develop a methodology for determining the marginal cost per student at NPS. The result is two models that provide the user with considerable flexibility in determining and ultimately better information regarding both the average and marginal costs of graduate education at NPS. This last chapter will discuss some of the conclusions reached in the development of the models and recommendations for further study in this area.

## B. CONCLUSIONS

## 1. Marginal Costs

As was discovered in the development of the Marginal Cost Model, the marginal cost is very time dependent. That is, time allows planning, and good planning would likely mitigate some of the costs. The model calculated the marginal cost per student without discounting any of the costs of the required course sections that would have been taken in other than the first quarter. Lead time would lower these costs.

The marginal cost varies depending on what "unit of measure" is being discussed. The relevant unit is a class section. Additional costs are incurred when a new section is required. As long as there is some excess capacity, additional students can be handled with essentially zero marginal costs. If a particular course is at capacity, then an additional section is required, and there are costs associated with that new course section.

This leads to the third conclusion. The marginal cost per student is largely dependent on the existing excess capacity at NPS. If the school is operating at or near capacity, then the marginal costs would be high; whereas, if there is sufficient excess capacity, additional students can be enrolled at a small cost. This also holds true for the converse. Though not investigated in this thesis, it follows that if a small number of students are removed from NPS, there would be no significant cost savings. There would only be a savings when the decrease was significant enough that course sections could be combined, or professors no longer needed.

## 2. Excess Capacity

The existing excess capacity is dependent on the maximum class size. There are two obvious constraints to the class size. The first is a physical constraint. Courses are assigned classrooms depending on the class size, so how many students a particular classroom can hold will affect the maximum class size. The more important issue is the quality of instruction. Larger class sizes may be suitable for lower level courses, but as the courses become more difficult, the quality of the instruction becomes inversely proportional to the class size. The marginal costs are dependent on what is determined to be the maximum class size. The physical plant may allow class sizes to be increased to accommodate more students, effectively keeping the marginal costs near zero, but at some point the quality of the instruction starts to suffer. Unfortunately, the costs of poor instruction are difficult to quantify.

## 3. Flexible Model Foundation

The models developed in this thesis provide the user, primarily decision makers at NPS, with a flexible tool that can be used to achieve a better understanding of the true costs of education at NPS. Specifically, by selecting what costs should be included in the model and determining how the costs will be allocated, the user can run the model for various situations. The results are not just an average cost per student, but an average cost per student for each curriculum. Many of differences that are hidden in an average cost per student calculation are now visible and can be further investigated.

In addition to better information regarding the various curricula at NPS, the marginal cost per student can be estimated. The Marginal Cost per Student Model was developed using the Financial Management curriculum only, but the methodology could be used for any other curriculum. Instead of simply guessing at what the marginal cost per student is at NPS, the model could be used to get a more accurate marginal cost for discussion.

## C. RECOMMENDATIONS FOR FURTHER STUDY

Four major areas of study are recommended, and are discussed in the following sections.

## 1. Further allocation of costs to the Academic Departments

Since this thesis was primarily concerned with the development of a marginal cost per student model, an identification and allocation of all the relevant costs of education
was not performed. However, several other studies have accomplished that. As was discussed, in that in these studies the costs were summed and then divided by the average number of students on board, their results are flawed. Follow-up research on Drapp's Thesis [Ref. 11] and the 1991 Unit Costing Thesis [Ref. 5] would provide more accurate cost data that could be run through the Cost per Curriculum Model to better evaluate the true cost of education across the various curricula at NPS. In addition, costs could be included as separate categories, such that the user could select not only which costs to include in the model but also determine the allocation method. This model lends itself well to using the costs categories that have been defined as part of the IPEDS guidelines. [Ref. 2, p.106]

## 2. Model Development for Internal Cost Control Purposes

There are several other uses for the Cost per Curriculum model. There are many differences between the academic departments and it is hard to quantify how effectively and efficiently the instruction is being provided. The model could be used to identify how well the various departments are performing. As more costs can be directly related to instruction, cost per hour of instruction can be calculated.

As NPS strives to reap benefits from efficiencies in the teaching programs, it can use the models to identify those areas in which NPS has a clear competitive advantage. Once these areas are identified, they can be exploited and future funding sought.

## 3. Research into Reimbursable Tuition

One of the areas that was not addressed in the thesis was reimbursable tuition associated with Foreign Military Training (FMT) and other services. Both remain significant issues. How much students, other than those in DON, should be charged will continue to be a relevant issue, as NPS seeks additional customers. Reimbursable rates are determined with the marginal cost concept in mind. The Marginal Cost per Student model could be the foundation for a tool to set such rates.

## 4. Application of the Marginal Cost Model to other Curricula

The foundation that has been developed could be used to conduct further studies involving other curricula. Additionally, instead of using past cost data, budget plans and projected courses could be pasted into the model, so that the current excess capacity could be identified and the current marginal costs calculated.

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APPENDIX A. COST PER CURRICULUM MODEL

## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be included in the model and define other assumption. The cost drivers that you select are then summed up, resuting in a TOTAL COST for each Acaderric Department. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Howr (WCH) as an allocation base. This resuts in a COST PER COURSE in each academic department.

The COST PER COURSE is then distributed to each of the students errolled in the course by curriculum. These costs are summed for each curriculan, resuting in a TOTAL CURRICULUM COST.

The TOTAL CURRICULUM COST is then divided by the average number of students in that particular curriculum during FY96, based on Average On Board (AOB) reports, resuting in the COST PER STUDENT in each curricuum.

Please check all costs that you would like to inchude in the model:
Damian Fearity Diect Tesching (D) Sotary
E aravoe a rian Fsariy Fringe Benefis (21\%)
OMitary faculy Satary (DOES NOT MMUDE RESEARCH)
$\square$ Mission Steff Diect (ORR) Satary
$\square$ INawD Misction Sefff finge Beneriss (23\%)
$\square$ Acadenkic Department OPTAR and TRAVEL
$\square$ MDRRECT COSTS (see MDIRECT page for desorption)
$\square$ OTHER COSTS (to be added to the model)

## Weighted Cost Hours (WCH)

The Acadernic Department Costs must be allocated to each of the eirible courses that were taught during the year. The allocation base is a combination of two importart variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model.
The formuta is :

## WEIGHTED COST HOURS $=\mathbf{A} \times$ LECTURE HOURS $+B \times$ LAB HOURS

where A and B are INPUTS to the model, as follows:

$$
\begin{aligned}
& \mathbf{A}=\begin{array}{l|l|}
\hline 1 & \text { (LECTURE HOURS COEFFICIENT) } \\
\mathbf{B}=1.5 & \text { (LAB HOURS COEFFICIENT) }
\end{array}
\end{aligned}
$$

## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to inctude ALL the courses taught by a particular depparment when albocating the department's costs. The general rule is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teactring Credit for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified mumber of students.

Eliminate any course with a class size of less than or equal to Double check your input selections and then click on the CALCULATE button to run the model.


## COST PER CURRICULUM MODEL OUTPUT PAGE

| Code |  | Curriculum | Total Cost | $\begin{aligned} & \text { FYo } \\ & A 0 B \end{aligned}$ | Cost per Student |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 30 Operations Analysis |  |  |  |  |  |
|  | 360 | Operatiors Analysis | \$1,170,456 | 114 | \$10,267 |
|  |  | Operations Logistics | \$266,257 | 28 | \$9,509 |
|  |  | Advanced Science (Applied Math) | \$180,366 | 15 | \$12,024 |
|  |  |  |  | 157 |  |
| 31 Aeronautical Engineering |  |  |  |  |  |
|  |  | Aerorautical Engineering | \$589,093 | 34 | \$17,326 |
|  |  | Aeronautical Engineering with Avionics | \$371.713 | 23 | \$16.161 |
|  |  | NPSTTPS | \$349,510 | 16 | \$21,844 |
|  |  |  |  | 73 |  |
| 32 Electronics and Computer Programs |  |  |  |  |  |
|  |  | Computer Science | \$1,223,763 | 88 | \$13,906 |
| 590 Electronic Systerns |  |  | \$1,429,031 | 111 | \$12,874 |
|  |  |  |  | 189 |  |
| 33 Combat Systems Sciencer and Technology |  |  |  |  |  |
| 533 Combat Selences |  |  | \$1,630,964 | 90 | \$18,122 |
|  |  |  |  | 80 |  |
| 34 Naval/Mechanical Engineering |  |  |  |  |  |
| 570 Naval/Mechanical Engineering |  |  | \$1,345,749 | 74 | \$18,188 |
|  |  |  |  | 74 |  |
| 35 Meteorology and Oceanography Programs |  |  |  |  |  |
|  |  | Meteorology | \$123.611 | 3 | \$11,201 |
|  |  | Meteorology and Oceanography | \$1,520,950 | 46 | \$33.064 |
|  | 374 | Operational Oceanography | \$363,739 | 14 | \$25,881 |
| 440 Oceanograpty |  |  | \$167,941 | 8 | \$20,993 |
|  |  |  |  | 71 |  |
| 36 Systems Management |  |  |  |  |  |
|  | 370 | Information Tectunology Maragemerd | \$1,897.335 | 162 | \$11.712 |
|  |  | Transportation Logistics Managernent | \$92,965 | 7 | \$13,281 |
|  |  | Transportation Managemert | \$120,752 | 12 | \$10,063 |
|  | 815 | Acquisition and Contract Management | \$598,804 | 34 | \$11.750 |
|  | 816 | Systems Aequisition Maragement | \$463,041 | 38 | \$12,185 |
|  | 817 | Allied, DOD. USA, USMC, and USCG | \$69,862 | 10 | \$6,886 |
|  | 818 | Defense Systerns Managernent | \$83,405 | 8 | \$10,426 |
|  |  | Systems Inventory Management | \$78,217 | 7 | \$11.174 |
|  | 820 | Resource Planning and Managernent (NTL) | \$122.189 | 11 | \$11,108 |
|  |  | Meterial Logistics Support Managernert | \$382,638 | 38 | \$10,09 |
|  | 837 | Financial Management | \$842,136 | 59 | \$10,884 |
|  |  | ManpowerfPersonnel Training Analysis | \$612.124 | 59 | \$10,375 |
|  |  |  |  | 445 |  |
| 37 | rsea, | Space and information Warlare |  |  |  |
|  | 364 | Space Systertr Operations International | \$30.660 | 3 | \$10,220 |
|  | 366 | Space Systerns Operations | \$535,910 | 37 | \$17.187 |
|  | 525 | Undersea Warfare | \$490,250 | 22 | \$22,284 |
|  | 526 | Undersea Wartare International | \$80,553 | 5 | \$16,111 |
|  | 591 | Space Systems Engineering | \$820,704 | 49 | \$16,749 |
|  | 595 | Information Warfare | \$305,609 | 21 | \$14,556 |
|  | 596 | Information Warfare international | \$195,848 | 14 | \$13.989 |
|  |  |  |  | 151 |  |
| 38 National Security and Intelligence |  |  |  |  |  |
|  | 681 | Middle East, Africa, South Asia | \$184,197 | 17 | \$10,835 |
|  | 682 | Far East, Southeast Asia Pacific | \$151,879 | 16 | \$9,492 |
|  | 683 | Western Hemishere | \$144.404 | 13 | \$11,108 |
|  | 684 | Russia, Europe, Central Asia | \$225,593 | 20 | \$11,280 |
|  | 688 | Strategic Planning | \$247,366 | 18 | \$13,743 |
|  | 689 | Civil-Military Relations | \$75,216 | 7 | \$10,745 |
|  | 699 | Special Operations/Low Intensity Cornlict | \$272.082 | 32 | \$8.503 |
|  | 824 | Intelligence (Regional Studies) | \$120.437 | 13 | \$9,264 |
| 825 |  | irtelligence (OPINTEL) | \$64,117 | 7 | \$9,160 |
|  |  |  |  | 143 |  |
| 39 Joint CAl Systerns |  |  |  |  |  |
|  | 365 | Command, Control and Communications | \$572,328 | 27 | \$21,197 |
|  | 823 | Intelligence | \$133,618 | 7 | \$19.088 |
|  |  |  |  | 34 |  |
|  |  | TOTAL | \$20,447,441 | 1.437 | \$14.229 |
|  |  |  |  | Total ${ }^{\text {a }}$ | per course |
| OTHER | 555 | Non-DOD students under MOUU with UCSC. | \$3,976 | 2 | \$1,988 |
|  | 77 | Distance Learning students | \$65,354 | 79 | \$827 |
|  | 888 | Continuing Education Courses | \$0 | 2 | so |
|  | 989 | NPS Staff Personnel taking courses | 50 | 254 | so |
|  |  | TOTAL | \$20,516,771 |  |  |



## FY1996 COST PER COURSE CALCULATION PAGE

Weighted Cost Hour (WCH) total includes only those courses selected to be in the model .


Course
Dept Desig

Prof
Dept

Yr-Qtr
Course-Seq
NS 961NS30001
961NS30002
NS 961NS30232
NS 961NS3024
NS 961NS3030
NS 961NS30401
NS 961NS30402
NS 961NS3079A
NS 961NS3079B
NS 961NS3079D
NS 961NS3079E
NS 961NS30791
NS 961NS30792
NS 961NS30793
NS 961NS30794
NS 961NS30795
NS 961NS30796
NS 961NS30797
NS 961NS30798
NS 961NS30799
NS 961NS3154
NS 961NS3159
NS 961NS3160
NSNS 961NS3230
NS 961NS32521
NS 961NS32523
NS 961NS32524
NS 961NS32525
NS 961NS32526
NS 961NS32527
NS 961NS32528
NS 961NS336
NS 961NS3401
NS 961NS3620
NS 961NS3662
NS :961NS3720
NS 961NS3900
NS 961NS4030
NS 961NS4031
NS 961NS4032
NS 961NS4079A
NS 961NS4079B
NS 961NS4079D
NS 961NS4079E
NS 961NS4079F
NS 961NS4079G
NS 961NS4079H
NS 961NS40791
NS 961NS4079J

Lec
Hrs

Lab Class
His
Size
Clas
Size
WCH

Cost
Fraction 0.006677796 0.006677796 0.006677796 0.006677796 0.006677796 0.006677796 0.006677796 $0.006677796^{i}$

Course
Cost

12,744
12,744
12,744
12,744
12,744
12,744
12,744
12,744
0

| 0 | 0 |
| :--- | :--- |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |



|  | NS | 962NS4410 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NS | 962NS4510 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
|  | NS | 962NS4660 | 4 | 0 | 6 | 4 | 0.006677796 | 12,744 |
|  | NS | 962NS4710 | 4 | 0 | 12 | 4 | 0.006677796 | 12,744 |
|  | NS | 962NS4830 | 4 | 0 | 14 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3000 | 4 | 0 | 21 | 4 | 0.006677796 | 12.744 |
|  | NS | 963NS30241 | 4 | 0 | 20 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 SS30242 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3030 | 4 | 0 | 32 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3040 | 4 | 0 | 11 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS30501 | 4 | 0 | 16 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 NS30502 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3079A | 4 | 0 | 1 | 0 | 0 | 0 |
|  | MA | 963NS3079B | 0 | 4 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079E | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079F | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079H | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079I | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079K | 4 | 0 | 2 | 0 | 0 | 0 |
|  | OR | 963NS3079L | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3079M | 4 | 0 | 1 | 0 | 0 : | 0 |
|  | NS | 963NS3079N | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS30791 | 4 | 0 | 2 | 0 | 0 | 0 |
|  | NS | 963 NS30792 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963 SS30793 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS30794 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS30795 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | MA | 963 SS30797 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | NS | 963NS30798 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS30799 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS3154 | 4 | 0 | 15 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3159 | 4 | 0 | 14 | 4 | 0.006677796 | 12,744 |
| $\pi$ | VSNS/NS | 963NS3225 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3250 | 4 | 0 | 11 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS32521 | 4 | 0 | 13 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 NS32522 | 4 | 0 | 27. | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS32523 | 4 | 0 | 21 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 NS32524 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS32525 | 4 | 0 | 18 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS32526 | 4 | 0 | 12 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3280 | 4 | 0 | 11 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3450 | 4 | 0 | 20 | 4 | 0.006677796 | 12,744 |
|  | W | 963NS3880 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS3900 | 4 | 0 | 8 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4031 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 NS4032 | 4 | 0 | 3 | 0 | 0 | 0 |
|  | NS | 963 NS4033 | 4 | 0 | 36 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4034 | 4 | 0 | 14 | 4 | 0.006677796 | 12,744 |
|  | NS | 963 NS40791 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963 NS40792 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963 NS40793 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS40794 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS40795 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963 SS40797 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 963NS4080 | 2 | 0 | 13 | 2 | 0.003338898 | 6,372 |
|  | NS | 963NS4230 | 4 | 0 | 8 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4300 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4560 | 4 | 0 | 5 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4690 | 4 | 0 | 7 | 4 | 0.006677796 | 12,744 |
|  | NS | 963NS4720 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS30001 | 4 | 0 | 14 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS30002 | 4 | 0 | 13 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS30111 | 4 | 2 | 11 | 7 | 0.011686144 | 22,302 |
|  | NS | 964 NS30112 | 4 | 2 | 10 | 7 | 0.011686144 | 22,302 |


|  | NS | 964 NS30231 | 4 | 0 | 14 | 4 | 0.006677796 | 12,744 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NS | 964 NS30232 | 4 | 0 | 13 | 4 | 0.006677796 | 12,744 |
|  | NS | $964 N S 3036$ | 4 | 0 | 15 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3038 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3050 | 4 | 0 | 5 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS30791 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 964NS30792 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 964NS30793 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 964NS30794 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 964NS31541 | 4 | 0 | 2 | 0 | 0 | 0 |
|  | NS | 964NS3159 | 4 | 0 | 17 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS32301 | 4 | 1 | 14 | 5.5 | 0.00918197 | 17.523 |
|  | NS | 964 NS32302 | 4 | 1 | 12 | 5.5 | 0.00918197 | 17,523 |
|  | NS | 964NS32521 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | $964 \mathrm{NS32522}$ | 4 | 0 | 30 | 4 | 0.006677796 | 12,744 |
| $\pi$ | ORIOR | 964 NS32523 | 4 | 0 | 22 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS32524 | 4 | 0 | 24 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS32525 | 4 | 0 | 23 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS32526 | 4 | 0 | 24 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS32527 | 4 | 0 | 24 | 4 | 0.006677796 | 12,744 |
|  | NS | 964N53300 | 4 | 0 | 13 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3310 | 4 | 0 | 5 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3331 | 4 | 0 | 4 | 0 | 0 | 0 |
|  | NS | 964NS3400 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3410 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3501 | 4 | 0 | 8 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3510 | 4 | 0 | 9 | 4 | 0.006677796 | 12.744 |
|  | NS | 964NS3600 | 4 | 0 | 7 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS3661 | 4 | 0 | 19 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3700 | 4 | 0 | 13 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS3710 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | CC | 964NS3801 | 4 | 0 | 21 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 NS3902 | 4 | 0 | 11 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS40791 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | SM | $964 N S 40792$ | 4 | 0 | 2 | 0 | 0 | 0 |
|  | NS | $964 N S 40793$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | MA | $964 N S 40794$ | 0 | 4 | 2 | 0 | 0 | 0 |
|  | NS | $964 N S 40795$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | $964 N S 40797$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | NS | 964NS4080 | 2 | 0 | 11 | 2 | 0.003338898 | 6,372 |
|  | NS | 964 NS42001 | 4 | 0 | 25 | 4 | 0.006677796 | 12,744 |
|  | NS | 964 SS42002 | 4 | 0 | 16 | 4 | $0.0066 / 7796$ | 12,744 |
|  | NS | 964 NS4225 | 4 | 0 | 10 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS4250 | 4 | 0 | 9 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS4280 | 4 | 0 | 11 | 4 | 0.006677796 | 12,744 |
|  | NS | $964 N S 4410$ | 4 | 0 | 12 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS4660 | 4 | 0 | 6 | 4 | 0.006677796 | 12,744 |
|  | NS | 964NS4880 | 4 | 0 | 12 | 4 | 0.006677796 | 12,744 |
| So | MA | 964502410 | 4 | 0 | 16 | 4 | 0.006677796 | 12,744 |
| SO | CC | 964503802 | 4 | 0 | 19 | 4 | 0.006677796 | 12,744 |

TOTALS
$894 \quad 30 \quad 2367$
599
$1,908,379$

| SM |  | SM | 961AS36101 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | SM | 961AS36102 | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961IS31121 | 4 | 1 | 25 | 5.5 | 0.005386876 | 22,424 |
|  |  | SM | 961IS31122 | 4 | 1 | 32 | 5.5 | 0.005386876 | 22,424 |
|  | DL | SM | 961IS3170Z/IS31702 | 4 | 0 | 45 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 9611531701 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  | $\pi$ | SMISM | 961153171 | 4 | 1 | 26 | 5.5 | 0.005386876 | 22,424 |
|  |  | SM | 9611531831 | 4 | 0 | 10 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961IS31832 | 4 | 0 | 17 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 9611535021 | 3 | 2 | 29 | 6 | 0.005876592 | 24,463 |
|  |  | SM | 9611535022 | 3 | 2 | 34 | 6 | 0.005876592 | 24,463 |
|  |  | SM | 9611535023 | 3 | 2 | 29 | 6 | 0.005876592 | 24,463 |
|  | TT | SM/SM | 961154183 | 4 | 1 | 23 | 5.5 | 0.005386876 | 22,424 |
|  |  | SM | 961154200 | 4 | 2 | 24 | 7 | 0.006856024 | 28,540 |
|  |  | SM | 9811543001 | 3 | 2 | 34 | 6 | 0.005876592 | 24,463 |
|  |  | SM | 9611543002 | 3 | 2 | 24 | 6 | 0.005876592 | 24,463 |
|  |  | CS | 9611548001 | 0 | 8 | 1 | 0 | $0$ | 0 |
|  |  | SM | 9611548002 | 2 | 0 | 1 | 0 | 0 | 0 |
|  |  | SM | 9611548003 | 2 | 0 | 2 | 0 | 0 | 0 |
|  |  | SM | 9611548004 | 3 | 2 | 1 | 0 | 0 | 0 |
|  |  | SM | 961154925 | 3 | 2 | 6 | 6 | 0.005876592 | 24,483 |
|  |  | SM | 9611549251 | 3 | 2 | 2 | 0 | 0 | . 0 |
|  |  | SM | 961MN21551 | 4 | 0 | 31 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN21552 | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN2302 | 0 | 2 | 55 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 981MN2303 | 0 | 2 | 28 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 961MN3105 | 4 | 0 | 15 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3111 | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
|  |  | NS | 961MN31401 | 4 | 0 | 29 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31402 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31403 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31404 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31541 | 4 | 0 | 32 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31542 | 4 | 0 | 33 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31611 | 4 | 0 | 28 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31612 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961 M 31613 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31614 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31721 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN31722 | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3221 | 2 | 0 | 39 | 2 | 0.001958864 | 8,154 |
|  |  | SM | 961MN3222 | 3 | 2 | 27 | 6 | 0.005876592 | 24,463 |
|  |  | SM | 961MN33011 | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961 MN 33012 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3303 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3305 | 3 | 0 | 15 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 961MN3306 | 3 | 0 | 14 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 961MN3307 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN33091 | 4 | 0 | 2 | 0 | 0 | 0 |
|  |  | SM | 961MN3311 | 1 | 2 | 19 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3371 | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3373 | 4 | 0 | 13 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3377 | 4 | 0 | 7 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN3805 | 2 | 0 | 19 | 2 | 0.001958864 | 8,154 |
|  |  | SM | 961MN39021 | 0 | 2 | 17 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 961MN39022 | 0 | 2 | 17 | 3 | 0.002938296 | 12,231 |
|  |  | SM | 961MN41051 | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961 MN41052 | 4 | 0 | 14 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN41053 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN41054 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN4106 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN41451 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN41452 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
|  |  | SM | 961MN4151 | 2 | 0 | 15 | 2 | 0.001958864 | 8,154 |
|  |  | SM | 961MN4152 | 4 | 0 | 12 | 4 | 0.003917728 | 16,309 |


| SM | 961 M 4163 | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SM | 961MN43071 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 961MN43101 | 4 | 0 | 19 | 4 | 0.003817728 | 16,309 |
| SM | $961 \mathrm{MN43102}$ | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| SM | $961 \mathrm{MN43711}$ | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
| SM | 961 M 43712 | 4 | 0 | 16 | 4 | 0.003917728 | 16,309 |
| SM | 961 M 43721 | 4 | 0 | 4 | 0 | 0 | 0 |
| SM | 961MN4650 | 4 | 0 | 2 | 0 | 0 | 0 |
| SM | 961MN49001 | 2 | 2 | 1 | 0 | 0 | 0 |
| SM | 961 M 49002 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 962AS4613 | 4 | 0 | 12 | 4 | 0.003917728 | 16,309 |
| SM | 9621S0125R | 0 | 2 | 69 | 3 | 0.002938296 | 12,231 |
| SM | 9621520001 | 3 | 1 | 24 | 4.5 | 0.004407444 | 18,347 |
| SM | 9621520002 | 3 | 1 | 18 | 4.5 | 0.004407444 | 18,347 |
| SM | 962153020 | 3 | 2 | 26 | 6 | 0.005876592 | 24,463 |
| SM | 962153183 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
| SM | 962153503 | 3 | 2 | 22 | 6 | 0.005876592 | 24,463 |
| SM | 962153504 | 2 | 2 | 20 | 5 | 0.00489716 | 20,386 |
| SM | 962154182 | 4 | 0 | 29 | 4 | 0.003917728 | 16,309 |
| SM | 962154185 | 4 | 1 | 25 | 5.5 | 0.005386876 | 22,424 |
| SM | 962154187 | 3 | 2 | 14 | 6 | 0.005876592 | 24,463 |
| SM | 962154188 | 4 | 0 | 5 | 4 | 0.003917728 ; | 16,309 |
| SM | 9621545021 | 3 | 2 | 35 | 6 | 0.005876592 | 24,463 |
| SM | 9621545022 | 3 | 2 | 31 | - 6 | 0.005876592 | 24,463 |
| SM | 962154503 | 4 | 0 | 8 | 4 | 0.003917728 | 16,309 |
| SM | 9621546011 | 4 | 0 | 7 | 4 | 0.003817728 | 16,309 |
| SM | 9621546012 | 4 | 0 | 12 | 4 | 0.003917728 | 16,309 |
| SM | 9621548001 | 3 | 0 | 4 | 0 | 0 | 0 |
| SM | 9621548002 | 0 | 4 | 1 | 0 | 0 | 0 |
| SM | 9821S48003 | 4 | 0 | 2 | 0 | 0 | 0 |
| 34 | 9621548004 | 4 | 1 | 2 | 0 | 0 | 0 |
| SM | 9621548005 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 9621548006 | 0 | 5 | 2 | 0 | 0 | 0 |
| SM | 9621549251 | 4 | 0 | 1 | 0 | 0 | 0 |
| EC | 9621549252 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 9621549253 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 9621549254 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 962MN2031 | 4 | 0 | 32 | 4 | 0.003917728 | 16,309 |
| SM | 962MN2039 | 4 | 0 | 6 | 4 | 0.003917728 | 16,309 |
| SM | 962MN2112 | 0 | 2 | 36 | 3 | 0.002938296 | 12,231 |
| SM | 962MN21501 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| SM | 962MN21502 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
| SM | 962MN2302 | 0 | 2 | 30 | 3 | 0.002938296 | 12,231 |
| SM | 962MN2303 | 0 | 2 | 55 | 3 | 0.002938296 | 12,231 |
| SM | $962 \mathrm{MN31051}$ | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| SM | $962 \mathrm{MN31052}$ | 4 | 0 | 18 | 4 | 0.003817728 | 16,309 |
| SM | 962 MN 31053 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| SM | 962 MN 31054 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
| SM | 962 MN 31721 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
| SM | 962 MN 31722 | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3221 | 2 | 0 | 17 | 2 | 0.001958864 | 8,154 |
| SM | 962MN32221 | 3 | 2 | 17 | 6 | 0.005876592 | 24,463 |
| SM | 962MN32222 | 3 | 2 | 22 | 6 | 0.005876592 | 24,463 |
| SM | 962MN3301 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3304 | 5 | 2 | 23 | 8 | 0.007835455 | 32,617 |
| SM | 962MN3312 | 3 | 0 | 24 | 3 | 0.002938296 | 12,231 |
| SM | 962MN33331 | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
| SM | 962MN33332 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| SM | 962MN33333 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3371 | 4 | 0 | 15 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3372 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3374 | 4 | 0 | 14 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3375 | 4 | 0 | 9 | 4 | 0.003917728 | 16,309 |
| SM | 962MN3760 | 4 | 0 | 34 | 4 | 0.003917728 | 16,309 |
| SM | 962MN41051 | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
| SM | $962 \mathrm{MN4} 1052$ | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |



|  | SM | 963MN41051 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SM | 963MN41052 | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN41111 | 4 | 1 | 21 | 5.5 | 0.005386876 | 22,424 |
|  | SM | 963MN41112 | 4 | 1 | 14 | 5.5 | 0.005386876 | 22,424 |
|  | SM | $963 \mathrm{MN4112}$ | 4 | 0 | 16 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN41451 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN41452 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN41453 | 4 | 0 | 23 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4151 | 2 | 0 | 19 | 2 | 0.001958864 | 8,154 |
|  | SM | 963MN4152 | 4 | 0 | 14 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4158 | 0 | 2 | 12 | 3 | 0.002938296 | 12,231 |
|  | SM | 963MN4163 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
|  | SM | 963 MN 43021 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 963MN43101 | 4 | 0 | 28 | 4 | 0.003917728 | 16,309 |
|  | SM | 963 M 43102 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4312 | 4 | 0 | 11 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4371 | 4 | 0 | 16 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4376 | 4 | 0 | 23 | 4 | 0.003917728 | 16,309 |
|  | SM | 963 M 490001 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | $963 \mathrm{MN49002}$ | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 963MN49003 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 963MN49004 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 963MN4970 | 4 | 0 | 13 | 4 | 0.003917728 | 16,309 |
|  | SM | 963MN4970A | 2 | 0 | 1 | 0 | - 0 | 0 |
|  | SM | 963MN49701 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 964IS0125R | 0 | 2 | 35 | 3 | 0.002938296 | 12,231 |
|  | SM | 9641530201 | 3 | 2 | 25 | 6 | 0.005876592 | 24,463 |
|  | SM | 9641530202 | 3 | 2 | 25 | 6 | 0.005876592 | 24,463 |
|  | SM | 964153170 | 4 | 0 | 13 | 4 | 0.003917728 | 16,309 |
|  | SM | 964153183 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  | SM | 9641535041 | 2 | 2 | 13 | 5 | 0.00489716 | 20,386 |
|  | SM | 9641535042 | 2 | 2 | 14 | 5 | 0.00489716 | 20,386 |
|  | SM | 9641541821 | 4 | 0 | 30 | 4 | 0.003917728 | 16,309 |
|  | SM | 9641541822 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
|  | SM | 964154320 | 4 | 0 | 9 | 4 | 0.003917728 | 16,309 |
|  | SM | 964154502 | 3 | 2 | 38 | 6 | 0.005876592 | 24,463 |
|  | SM | 964154503 | 4 | 0 | 9 | 4 | 0.003917728 | 16,309 |
|  | SM | 984154801 | 4 | 0 | 9 | 4 | 0.003917728 | 16,309 |
|  | SM | 9641548001 | 2 | 0 | 1. | 0 | 0 | 0 |
|  | SM | 9641548002 | 2 | 2 | 1 | 0 | 0 | 0 |
|  | SM | 9641548003 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | 34 | 964IS4925A | 3 | 0 | 1 | 0 | 0 | 0 |
|  | SM | $964154925 B$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 9641549251 | 4 | 0 | 9 | 4 | 0.003917728 | 16,309 |
|  | SM | 9641549252 | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
|  | SM | 9641549253 | 4 | 2 | 2 | 0 | 0 | 0 |
|  | 34 | 9641549254 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 9641549257 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 9641549258 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 9641549259 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | SM | 964 MN 20311 | 4 | 0 | 29 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 20312 | 4 | 0 | 13 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 20313 | 4 | 0 | 23 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 20314 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 2111 | 0 | 2 | 42 | 3 | 0.002938296 | 12,231 |
|  | SM | 964 MN 21501 | 4 | 0 | 36 | 4 | 0.003917728 | 16,309 |
|  | SM | 964MN21502 | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 21503 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 21504 | 4 | 0 | 30 | 4 | 0.003917728 | 16,309 |
|  | SM | 964MN2302 | 0 | 2 | 42 | 3 | 0.002938296 | 12,231 |
|  | SM | 964MN2303 | 0 | 2 | 35 | 3 | 0.002938296 | 12,231 |
|  | SM | 984MN31051 | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 31052 | 4 | 0 | 23 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 31053 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| DL | SM | 964MN3172Z | 4 | 0 | 26 | 4 | 0.003917728 | 16,309 |
|  | SM | 964 MN 31722 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |


| SM | 964MN31723 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SM | 964MN3221 | 2 | 1 | 32 | 3.5 | 0.003428012 | 14,270 |
| SM | 964 MN 3222 | 3 | 2 | 23 | 6 | 0.005876592 | 24,463 |
| SM | 964 MN 33011 | 4 | 0 | 27 | 4 | 0.003917728 | 16,309 |
| SM | 964 MN 33012 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| SM | 964MN3304 | 5 | 2 | 18 | 8 | 0.007835455 | 32,617 |
| SM | 964MN3312 | 3 | 0 | 17 | 3 | 0.002938296 | 12,231 |
| SM | 964MN33331 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| SM | 964MN33332 | 4 | 0 | 25 | 4 | 0.003817728 | 16,309 |
| SM | 964 MN 33333 | 4 | 0 | 22 | 4 | 0.003917728 | 16,309 |
| SM | 964MN33334 | 4 | 0 | 25 | 4 | 0.003917728 | 16,309 |
| SM | 964MN3371 | 4 | 0 | 6 | 4 | 0.003917728 | 16,309 |
| SM | 964MN3372 | 4 | 0 | 14 | 4 | 0.003917728 ; | 16,309 |
| SM | 964MN33741 | 4 | 0 | 16 | 4 | 0.003917728 | 16,309 |
| SM | 964 MN 33742 | 4 | 0 | 14 | 4 | 0.003917728 | 16,309 |
| SM | 964MN3377 | 4 | 0 | 6 | 4 | 0.003917728 | 16,309 |
| SM | 964MN39001 | 4 | 0 | 1 | 0 | 0 | 0 |
| SM | 964MN41051 | 4 | 0 | 2 | 0 | 0 | 0 |
| SM | 964MN4114 | 4 | 0 | 11 | 4 | 0.003917728 | 16,309 |
| SM | $964 \mathrm{MN41151}$ | 4 | 0 | 18 | 4 | 0.003917728 | 16,309 |
| SM | 964MN41152 | 4 | 0 | 16 | 4 | 0.003917728 | 16,309 |
| SM | $964 \mathrm{MN4} 1251$ | 4 | 0 | 20 | 4 | 0.003917728 | 16,309 |
| SM | $964 \mathrm{MN4} 1252$ | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
| SM | 964MN41271 | 2 | 0 | 3 | 0 | 0 | 0 |
| SM | $964 M N 41272$ | 2 | 0 | 2 | 0 | 0 | 0 |
| SM | 964MN4157 | 0 | 2 | 18 | 3 | 0.002938296 | 12,231 |
| SM | 964MN4159 | 4 | 0 | 17 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4161 | 4 | 0 | 21 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4162 | 4 | 0 | 24 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4301 | 4 | 0 | 14 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4304 | 2 | 0 | 8 | 2 | 0.001958864 | 8,154 |
| SM | 964MN4305 | 4 | 0 | 11 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4307 | 4 | 0 | 12 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4470 | 4 | 0 | 17 | 4 | 0.003917728 | 16,309 |
| SM | 964MN4650 | 4 | 0 | 2 | 0 | 0 | 0 |
| SM | 964MN47611 | 4 | 0 | 19 | 4 | 0.003917728 | 16,309 |
| SM | 964MN47612 | 4 | 0 | 15 | $\cdots 4$ | 0.003917728 | 16,309 |
| SM | 964MN4970B | 2 | 0 | 1 | 0 | 0 | 0 |
| SM | 964MN49701 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | TOTALS | 1014 | 152 | 5423 | 1021 | 1 | 4,162,749 |


| AA | AA | 961AA2021 | 4 | 1 | 12 | 5.5 | 0.013888889 | 16,441 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AA | 961AA2036 | 3 | 2 | 15 | 6 | $0.015151515^{\circ}$ | 17,935 |
|  | AA | 961 AA2042 | 3 | 2 | 4 | 0 | 0 | 0 |
|  | AA | 961A42339 | 3 | 2 | 17 | 6 | 0.015151515 | 17,935 |
|  | AA | 961 AA3202 | 3 | 2 | 13 | 6 | 0.015151515 | 17,935 |
|  | AA | 961 A43276 | 3 | 2 | 11 | 6 | 0.015151515 | 17,935 |
|  | AA | 961 A43402 | 3 | 2 | 8 | 6 | 0.015151515 | 17,935 |
|  | AA | 961A43451 | 3 | 2 | 11 | 6 | 0.015151515 | 17,935 |
|  | AA | 961AA3802 | 3 | 2 | 12 | 6 | 0.015151515 | 17,835 |
|  | AA | 961A43815 | 3 | 2 | 13 | 6 | 0.015151515 | 17,935 |
|  | AA | 961AA3818 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
|  | AA | 961AA3820 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 961AA3852 | 4 | 0 | 7 | 4 | 0.01010101 | 11,957 |
|  | AA | 961A439001 | 3 | 2 | 2 | 0 | 0 | 0 |
|  | AA | 961A44000 | 1 | 0 | 48 | 1 | 0.002525253 | 2,989 |
|  | AA | 961AA4318 | 4 | 0 | 11 | 4 | 0.01010101 | 11,957 |
|  | AA | 961A44341 | 3 | 2 | 22 | 6 | 0.015151515 | 17,935 |
|  | AA | 961AA4704 | 3 | 2 | 6 | 6 | 0.015151515 | 17.935 |
|  | AA | 961A44830 | 3 | 2 | 22 | 6 | 0.015151515 | 17,935 |
|  | AA | 961AA4850 | 3 | 2 | 10 | 6 | 0.015151515 | 17,935 |
|  | SP | 961AA4870 | 4 | 0 | 9 | 4 | 0.01010101 | 11,957 |
|  | AA | 961AA49001 | 4 | 0 | 1 | 0 | 0 : | 0 |
|  | SP | 961A449002 | 3 | - 0 | -1 | 40 | 0 | 0 |
|  | SP | 961A449003 | 5 | 0 | 1 | 0 | 0 | 0 |
| $\pi$ | MEIAA | 961AA49004 | 5 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 961A449005 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 961A449006 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 962AAR242 | 5 | 0 | 3 | 0 | 0 | 0 |
|  | AA | 962AAR261 | 5 | 0 | 2 | 0 | 0 | 0 |
|  | AA | 962AA2035 | 3 | 2 | 11 | 6 | 0.015151515 | 17,835 |
|  | AA | 962A42043 | 3 | 2 | 12 | 6 | 0.015151515 | 17,935 |
|  | ME | 96242440 | 3 | 2 | 17 | 6 | 0.015151515 | 17,935 |
|  | AA | 962A42801 | 3 | 2 | 6 | 6 | 0.015151515 | 17,935 |
|  | AA | 962AA2820 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
| DL | AA | 962AA31012/AA3101 | 3 | 2 | 15 | 6 | 0.015151515 | 17,935 |
|  | AA | 962AA3251 | 4 | 1 | 14 | 5.5 | 0.013888889 | 16,441 |
|  | AA | 962443340 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
| DL | AA | 962AA35012 / AA3501 | 3 | 2 | 24 | 6 | 0.015151515 | 17,935 |
|  | AA | 962AA3804 | 3 | 0 | 13 | 3 | 0.007575758 | 8,968 |
|  | AA | 962AA3851 | 3 | 2 | 7 | 6 | 0.015151515 | 17,935 |
|  | AA | 962AA39001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 962AA39002 | 4 | 1 | 1 | 0 | 0 | 0 |
|  | AA | 952 AA39003 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 962AA4000 | 1 | 0 | 25 | 1 | 0.002525253 | 2,989 |
|  | AA | 962AA4103 | 3 | 2 | 6 | 6 | 0.015151515 | 17,935 |
|  | AA | 962A44273: | 3 | 2 | 11 | 6 | 0.015151515 | 17,935 |
|  | AA | 952444276 | 3 | 2 | 10 | 6 | 0.015151515 | 17,935 |
|  | AA | 962AA4304 | 3 | 2 | 8 | 6 | 0.015151515 | 17,935 |
|  | AA | 962444342 | 3 | 2 | 9 | 6 | 0.015151515 | 17,935 |
|  | AA | 962A44844 | 4 | 0 | 6 | 4 | 0.01010101 | 11,957 |
|  | AA | 962AA4871 | 2 | 2 | 10 | 5 | 0.012626263 | 14,946 |
|  | AA | 962A449001 | 1 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 962AA49002 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 962AA49003 | 1 | 4 | 1 | 0 | 0 | 0 |
|  | AA | 962AA49004 | 2 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 962AA49005 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 962A449006 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 9524449007 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 962A449008 | 0 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 962A448009 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 963 AAR242 | 5 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 9634A2021 | 4 | 1 | 8 | 5.5 | 0.013888889 | 16,441 |
|  | AA | 963AA2036 | 3 | 2 | 6 | 6 | 0.015151515 | 17,935 |
|  | AA | 963 A42042 | 3 | 2 | 6 | 6 | 0.015151515 | 17.935 |
|  | AA | 963AA2339 | 3 | 2 | 18 | 6 | 0.015151515 | 17,935 |


| DL | AA | 963AA3202Z / AA3202 | 3 | 2 | 9 | 6 | 0.015151515 | 17.935 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AA | $963 A A 3272$ | 3 | 2 | 5 | 6 | 0.015151515 | 17,935 |
|  | AA | 963AA3451 | 3 | 2 | 8 | 6 | 0.015151515 | 17,935 |
|  | AA | 963443802 | 3 | 2 | 7 | 6 | 0.015151515 | 17,935 |
|  | AA | 963AA3811 | 1 | 2 | 17 | 4 | 0.01010101 | 11,957 |
|  | AA | 963AA3815 | 3 | 2 | 17 | 6 | 0.015151515 | 17,935 |
|  | AA | 963 AA3818 | 3 | 2 | 12 | 6 | 0.015151515 | 17,935 |
|  | AA | 963AA4000 | 1 | 0 | 34 | 1 | 0.002525253 | 2,989 |
|  | AA | 963A44306 | 3 | 2 | 7 | 6 | 0.015151515 | 17,935 |
|  | AA | 963AA4323 | 3 | 2 | 13 | 6 | 0.015151515 | 17,935 |
|  | AA | 963A44341 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
|  | AA | 963444431 | 3 | 2 | 5 | 6 | 0.015151515 | 17,935 |
|  | AA | 963 A44452 | 4 | 0 | 4 | 0 | 0 | 0 |
| DL | AA | 963 A44507Z / AA4507 | 3 | 2 | 8 | 6 | 0.015151515 | 17,935 |
|  | AA | 963 A44641 | 3 | 2 | 16 | 6 | 0.015151515 | 17,935 |
|  | AA | 963AA4816 | 4 | 0 | 7 | 4 | 0.01010101 | 11,957 |
|  | AA | 963A44831 | 3 | 2 | 21 | 6 | 0.015151515 | 17,935 |
|  | SP | 963AA4870 | 4 | 0 | 14 | 4 | 0.01010101 | 11,957 |
|  | AA | 963AA49001 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 963A449002 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 963A449003 | 2 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 963A449004 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | AA | $9644 A R 242$ | 5 | 0 | 8 | 5 | 0.012626263 | 14,946 |
|  | AA | 964AAR261 | 5 | 0 | 6 | 5 | 0.012626263 | 14,946 |
|  | AA | 964AA2035 | 3 | 2 | 15 | 6 | 0.015151515 | 17,935 |
|  | AA | 964 AA2043 | 3 | 2 | 18 | 6 | 0.015151515 | 17,935 |
|  | AA | 964AA2440 | 3 | 2 | 16 | 6 | 0.015151515 | 17,935 |
|  | AA | 964 AA2801 | 3 | 2 | 2 | 0 | 0 | 0 |
|  | AA | 964 AA2820 | 3 | 2 | 3 | 0 | 0 | 0 |
|  | AA | 9644 A 3101 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
| DL | AA | 964AA32512 / AA3251 | 4 | 1 | 40 | 5.5 | 0.013888889 | 16,441 |
|  | AA | 964AA3340 | 3 | 2 | 22 | 6 | 0.015151515 | 17,935 |
|  | AA | 964AA3501 | 3 | 2 | 11 | 6 | 0.015151515 | 17,935 |
|  | AA | 964AA3804 | 3 | 0 | 9 | 3 | 0.007575758 | 8,968 |
|  | AA | 964AA3851 | 3 | 2 | 14 | 6 | 0.015151515 | 17,935 |
|  | AA | 964AA4000 | 1 | 0 | 24 | 1 | 0.002525253 | 2,989 |
| DL | AA | 964AA42012 / A44201 | 4 | 0 | 10 | 4 | 0.01010101 | 11,957 |
|  | AA | 964AA4273 | 3 | 2 | 6 | 6 | 0.015151515 | 17,935 |
|  | AA | 964AA43421 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 964AA4451 | 3 | 2 | 6 | 6 | 0.015151515 | 17,935 |
|  | AA | 964A447031 | 4 | 1 | 1 | 0 | 0 | 0 |
|  | AA | 964 AA4871 | 2 | 2 | 14 | 5 | 0.012626263 | 14,946 |
|  | AA | 964AA4900A | 3 | 2 | 1 | 0 | 0 | 0 |
|  | SP | 964AA49001 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 964 A449002 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 964AA49003 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | AA | 964A449004 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 964AA49005 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | AA | 964AA49007 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | AA | 964AA49008 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | AA | 964 A 449009 | 4 | 8 | 1 | 0 | 0 | 0 |
|  |  | TOTALS | 353 | 172 | 1033 | 396 | 1 | 183,743 |


| CE | AA | $961 A A 3250 C$ | 3 | 0 | 2 | 0 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | AA | $962 A A 3250 C$ | 3 | 0 | 1 | 0 |


| CS | CS | 961 CS29701 | 4 | 1 | 19 | 5.5 | 0.01010101 | 15,979 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | cs | 961 CS29702 | 4 | 1 | 12 | 5.5 | 0.01010101 | 15,979 |
|  | CS | 961CS29703 | 4 | 1 | 16 | 5.5 | 0.01010101 | 15,979 |
|  | CS | 961 CS29711 | 3 | 2 | 15 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS29712 | 3 | 2 | 19 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS29713 | 3 | 2 | 20 | 6 | 0.011019284 | 17,432 |
|  | cs | 961CS30101 | 4 | 0 | 18 | 4 | 0.007346189 | 11,621 |
|  | CS | 961CS30102 | 4 | 0 | 10 | 4 | 0.007346189 | 11,621 |
|  | CS | 961CS3030 | 4 | 0 | 12 | 4 | 0.007346189 | 11,621 |
|  | CS | 961 CS3310 | 4 | 0 | 19 | 4 | 0.007346189 | 11,621 |
|  | CS | 961 CS3320 | 3 | 1 | 20 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 961CS3450 | 3 | 2 | 18 | 6 | 0.011019284 | 17,432 |
|  | DL CS | 961CS3460Z/CS3460 | 3 | 1 | 46 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 961 CS36001 | 3 | 2 | 18 | 6 | 0.011019284 | 17.432 |
|  | CS | 961 CS36002 | 3 | , 2 | i. 22 | 6 | 0.011019284 | 17.432 |
|  | CS | 961CS36003 | 3 | 2 | 19 | 6 | 0.011019284 | 17,432 |
|  | Cs | 961CS39201 | 3 | 2 | 6 | 6 | 0.011019284 | 17,432 |
|  | CS | 961CS41121 | 3 | 2 | 19 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS41122 | 3 | 2 | 15 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS41131 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | CS | 961 CS4202 | 3 | 2 | 14 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS4203 | 3 | 2 | 25 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS4311 | 3 | 2 | 9 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS4313 | 4 | 0 | 6 | 4 | 0.007346189 | 11,621 |
|  | CS | 961 CS4322 | 3 | 1 | 8 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 961 CS4473 | 3 | 2 | 7 | 6 | 0.011019284 | 17,432 |
|  | CS | 961 CS4530 | 3 | 0 | 8 | 3 | 0.005509642 | 8,716 |
|  | cs | 961 CS4550 | 4 | 0 | 15 | 4 | 0.007346189 | 11,621 |
|  | CS | 961 CS48001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | CS | 961 CS4900 | 0 | 2 | 17 | 3 | 0.005509642 | 8,716 |
|  | CS | 961 CS49108 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | Cs | 961CS4910D | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 961CS4910E | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 961CS49101 | 0 | 8 | 2 | 0 | 0 | 0 |
|  | cs | 961 CS49102 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 961 CS49103 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 961 CS49104 | 0 | 6 | 1 | 0 | 0 | 0 |
|  | cs | 961CS49105 | 0 | 6 | 1 | 0 | 0 | - 0 |
|  | CS | 961CS49106 | 0 | 8 | 3 | 0 | 0 | 0 |
|  | cs | 961 CS49107 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | cs | 961 CS49108 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 961CS49109 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 961CS49201 | 3 | 0 | 29 | 3 | 0.005509642 | 8,716 |
|  | OR | 961 CS49202 | 3 | 0 | 15 | 3 | 0.005509642 | 8,716 |
|  | CS | 962CSR100 | 2 | 1 | 19 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 962CSR101 | 2 | 1 | 17 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 962CS2970 | 4 | 1 | 8 | 5.5 | 0.01010101 | 15,979 |
|  | CS | 962CS2971 | 3 | 2 | 22 | 6 | 0.011019284 | 17,432 |
|  | CS | 962CS29721 | 3 | 2 | 13 | 6 | 0.011019284 | 17.432 |
|  | CS | 962CS29722 | 3 | 2 | 9 | 6 | 0.011019284 | 17,432 |
|  | CS | 962CS30301 | 4 | 0 | 22 | 4 | 0.007346189 | 11,621 |
|  | CS | $962 \mathrm{CS30302}$ | 4 | 0 | 16 | 4 | 0.007346189 | 11,621 |
|  | CS | 962CS30303 | 4 | 0 | 18 | 4 | 0.007346189 | 11,621 |
|  | CS | $962 \mathrm{CS3111}$ | 4 | 0 | 22 | 4 | 0.007346189 | 11,621 |
|  | Cs | 962CS32001 | 3 | 2 | 19 | 6 | 0.011019284 | 17.432 |
|  | CS | $962 C 532002$ | 3 | 2 | 13 | 6 | 0.011019284 | 17.432 |
|  | CS | 962CS3300 | 3 | 2 | 24 | 6 | 0.011019284 | 17.432 |


|  | UW | 962 CS 3502 | 4 | 0 | 18 | 4 | 0.007346189 | 11,621 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CS | 962CS3600 | 3 | 2 | 22 | 6 | 0.011019284 | 17,432 |
|  | CS | $962 \mathrm{Cs3601}$ | 4 | 0 | 24 | 4 | 0.007346189 | 11,621 |
|  | CS | 962CS36501 | 4 | 0 | 13 | 4 | 0.007346189 | 11,621 |
|  | CS | $962 \mathrm{CS36502}$ | 4 | 0 | 15 | 4 | 0.007346189 | 11,621 |
|  | CS | 962CS3700 | 3 | 2 | 15 | 6 | 0.011019284 | 17.432 |
|  | CS | 962CS39201 | 0 | 2 | 1 | 0 | 0 | 0 |
|  | CS | 962CS4150 | 4 | 0 | 5 | 4 | 0.007346189 | 11,621 |
|  | CS | $962 C 54312$ | 3 | 1 | 15 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 962CS4314 | 3 | 2 | 6 | 6 | 0.011019284 | 17,432 |
|  | CS | 962CS4470 | 3 | 2 | 5 | 6 | 0.011019284 | 17,432 |
| OL | CS | 962CS4500Z / CS4500 | 3 | 1 | 36 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 962CS4520 | 3 | 0 | 8 | 3 | 0.005509642 | 8,716 |
| DL | CS | 962CS45402 / CS4540 | 3 | 1 | 37 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 962CS48001 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | CS | $962 C 548002$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | $962 C 548003$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | $962 C 548004$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 962CS48005 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 962CS48006 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | $952 C 548007$ | 3 | 2 | 1 | 0 | 0 | 0 |
|  | CS | $962 C 548008$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 962CS49101 | 0 | 4 | 1 | 0 | 0 : | 0 |
|  | CS | 962CS49102 | 2 | 4. | 1 | 0 | n. 0 | 0 |
|  | CS | 962CS49104 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 962CS49105 | 0 | 4 | 8 | 6 | 0.011019284 | 17,432 |
|  | CS | 962CS49106 | 2 | 4 | 3 | 0 | 0 | 0 |
|  | CS | 962CS49107 | 0 | 8 | 2 | 0 | 0 | 0 |
|  | CS | 962CS49201 | 3 | 2 | 6 | 6 | 0.011019284 | 17,432 |
|  | CS | 962CS49202 | 3 | 2 | 8 | 6 | 0.011019284 | 17,432 |
|  | OR | 962CS49203 | 3 | 0 | 13 | 3 | 0.005509642 | 8,716 |
|  | CS | 962CS49204 | 2 | 1 | 7 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 963 CS2970 | 4 | 1 | 17 | 5.5 | 0.01010101 | 15,979 |
|  | CS | $963 C 52971$ | 3 | 2 | 26 | 6 | 0.011019284 | 17,432 |
|  | CS | 963C53010 | 4 | 0 | 17 | 4 | 0.007346189 | 11,621 |
|  | CS | 963 CS3310 | 4 | 0 | 24 | 4 | 0.007346189 | 11,621 |
|  | CS | 963CS3320 | 3 | 1 | 21 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 963CS3450 | 3 | 2 | 19 | 6 | 0.011019284 | 17,432 |
|  | CS | 963 CS3460 | 3 | 1 | 20 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 963CS3505 | 3 | 2 | 17 | 6 | 0.011019284 | 17.432 |
|  | CS | $963 C S 36001$ | 3 | 2 | 23 | 6 | 0.011019284 | 17,432 |
|  | CS | 963 CS36002 | 3 | 2 | 27 | 6 | 0.011019284 | 17.432 |
|  | CS | 963 CS36003 | 3 | 2 | 19 | 6 | 0.011019284 | 17.432 |
|  | CS | 963CS39201 | 1 | 0 | 1 | 0 | 0 | 0 |
|  | CS | 963 CS4112 | 3 | 2 | 15 | 6 | 0.011019284 | 17,432 |
|  | CS | 963CS4150 | 4 | 0 | 6 | 4 | 0.007346189 | 11,621 |
|  | MA | $963 C 54202$ | 3 | 2 | 12 | 6 | 0.011019284 | 17,432 |
|  | CS | 963 CS4203 | 3 | 2 | 11 | 6 | 0.011019284 | 17.432 |
|  | CS | $963 C 54313$ | 4 | 0 | 8 | 4 | 0.007346189 | 11,621 |
|  | CS | 963CS4322 | 3 | 1 | 9 | 4.5 | 0.008264463 | 13,074 |
|  | CS | 963 CS4471 | 3 | 2 | 7 | 6 | 0.011019284 | 17.432 |
|  | CS | 963 CS4473 | 3 | 2 | 5 | 6 | 0.011019284 | 17,432 |
|  | CS | 963 CS4550 | 4 | 0 | 9 | 4 | 0.007346189 | 11,621 |
|  | CS | 963 CS48001 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | SM | $963 C 548002$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 963 CS48003 | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | $963 C 548007$ | 0 | 8 | 1 | 0 | 0 | 0 |
| DL | CS | 963CS4900Z / CS4900 | 0 | 2 | 47 | 3 | 0.005509642 | 8,716 |
|  | CS | 963CS4910A | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | $963 C 54910 B$ | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 963CS4910D | 0 | 6 | 1 | 0 | 0 | 0 |
|  | SM | 963CS4910E | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 963CS4910F | 4 | 0 | 1 | 0 | 0 | 0 |
|  | CS | 963CS4910G | 3 | 0 | 1 | 0 | 0 | 0 |
|  | CS | $963 \mathrm{CS4910H}$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 963CS49101 | 0 | 6 | 1 | 0 | 0 | 0 |


|  | CS | $963 C 549102$ | 0 | 4 | 1 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | cs | 963CS49103 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | cs | 963CS49104 | 0 | 6 | 1 | 0 | 0 | 0 |
|  | cs | $963 C 549105$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | $963 C 549107$ | 0 | 5 | 1 | 0 | 0 | 0 |
|  | CS | $963 C 549108$ | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 963CS49109 | 0 | 8 | 1 | 0 | 0 | 0 |
| DL | CS | 963CS4920Z / CS49202 | 3 | 0 | 38 | 3 | 0.005509642 | 8,716 |
|  | CS | 963CS49201 | 3 | 0 | 4 | 0 | 0 | 0 |
|  | UW | $963 C 549203$ | 3 | 0 | 12 | 3 | 0.005509642 | 8,716 |
|  | CS | 963CS49204 | 1 | 2 | 7 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CSR1001 | 2 | 1 | 20 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 964 CSR1002 | 2 | 1 | 16 | 3.5 | 0.006427916 | 10,169 |
|  | CS | $964 C S R 1011$ | 2 | 1 | 24 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 964 CSR1012 | 2 | 1 | 16 | 3.5 | 0.006427916 | 10,169 |
|  | CS | 964CS2971 | 3 | 2 | 28 | 6 | 0.011019284 | 17,432 |
|  | CS | $964 C 52972$ | 3 | 2 | 10 | 6 | 0.011019284 | 17,432 |
|  | CS | 964 CS2973 | 3 | 2 | 20 | 6 | 0.011019284 | 17,432 |
|  | cs | 964 CS30301 | 4 | 0 | 16 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CS30302 | 4 | 0 | 17 | 4 | 0.007346189 | 11,621 |
|  | CS | $964 C 53111$ | 4 | 0 | 23 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CS3200 | 3 | 2 | 11 | 6 | 0.011019284 | 17,432 |
|  | CS | 964CS3300 | 3 | 2 | 14 | 6 | 0.011019284 ! | 17,432 |
| DL | CS | 964CS35022 / CS35021 | 4 | 0 | 47 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CS35022 | 4 | 0 | 10 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CS36001 | 3 | 2 | 24 | 6 | 0.011019284 | 17,432 |
|  | CS | $964 C 536002$ | 3 | 2 | 27 | 6 | 0.011019284 | 17,432 |
|  | CS | 964 CS36003 | 3 | 2 | 25 | 6 | 0.011019284 | 17,432 |
|  | CS | 964CS3601 | 4 | 0 | 9 | 4 | 0.007346189 | 11,621 |
|  | CS | 964CS3650 | 4 | 0 | 23 | 4 | 0.007346189 | 11,621 |
|  | CS | 964 CS4310 | 4 | 0 | 14 | 4 | 0.007346189 | 11,621 |
|  | UW | 964 CS4470 | 3 | 2 | 7 | 6 | 0.011019284 | 17,432 |
|  | CS | 964 CS4472 | 3 | 2 | 13 | 6 | 0.011019284 | 17,432 |
|  | MA | 964CS4500 | 3 | 1 | 15 | 4.5 | 0.008264463 | 13,074 |
| DL | CS | 964CS4520Z / CS4520 | 3 | 0 | 33 | 3 | 0.005509642 | 8,716 |
|  | CS | 964 CS4602 | 4 | 0 | 5 | 4 | 0.007346189 | 11,621 |
|  | CS | 964CS4800A | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS4800C | 0 | 4 | 1 | 0 | 0 | 0 |
|  | cs | 964 CS4800D | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS4800E | 0 | 6 | 2 | 0 | 0 | 0 |
|  | cs | 964CS4800F | 0 | 6 | 1 | 0 | 0 | 0 |
|  | cs | 964CS4800G | 0 | 6 | 1 | 0 | 0 | 0 |
|  | cs | $964 \mathrm{CS4800H}$ | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS48002 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | OR | $964 C 548004$ | 2 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 964CS48005 | 0 | 6 | 2 | 0 | 0 | 0 |
|  | CS | 964 CS48007 | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS48008 | 0 | 8 | 2 | 0 | 0 | 0 |
|  | CS | 964 CS48009 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 964CS4910A | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 964CS4910C | 3 | 2 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS49100 | 0 | 8 | 2 | 0 | 0 | 0 |
|  | CS | 964CS4910E | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 964CS4910F | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | 964CS4910G | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | $964 \mathrm{CS4910H}$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | OR | $964 C S 49101$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | OR | 964CS4910J | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 964CS4910K | 0 | 8 | 1 | 0 | 0 | 0 |
|  | CS | $964 \mathrm{CS4910L}$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | OR | $964 \mathrm{CS4910}$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | cs | $964 C S 4910 \mathrm{~N}$ | 0 | 5 | 1 | 0 | 0 | 0 |
|  | CS | $964 C 549101$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | OR | $964 \mathrm{CS49102}$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | OR | 964 CS49103 | 0 | 6 | 1 | 0 | 0 | 0 |
|  | CS | 964 CS49104 | 0 | 8 | 1 | 0 | 0 | 0 |


| SM | $964 C S 49105$ | 0 | 8 | 1 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CS | 964 CS49107 | 0 | 8 | 1 | 0 | 0 | 0 |
| CS | $964 C 549108$ | 0 | 8 | 1 | 0 | 0 | 0 |
| CS | 964 CS49109 | 0 | 8 | 1 | 0 | 0 | 0 |
| CS | 964 CS49201 | 1 | 2 | 5 | 4 | 0.007346189 | 11,621 |
| CS | $964 C 549202$ | 4 | 1 | 9 | 5.5 | 0.01010101 | 15,979 |
| OR | 964 CS49203 | 0 | 8 | 1 | 0 | 0 | 0 |
| OR | $964 C 549204$ | 0 | 4 | 1 | 0 | 0 | 0 |
|  | TOTALS | 388 | 597 | 1974 | 544.5 | 1 | 581,960 |


| EC | EC | 961 CC1010 | 1 | 1 | 37 | 25 | 0.003101737 | 6,807 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EC | 961EC2100 | 4 | 2 | 11 | 7 | 0.008684864 | 19,059 |
|  | EC | 961EC2170 | 4 | 2 | 12 | 7 | 0.008684864 | 19,059 |
|  | EC | 961EC2220 | 2 | 4 | 13 | 8 | 0.009925558 | 21,781 |
|  | EC | 961 EC 2300 | 3 | 2 | 14 | 6 | 0.007444169 | 16,336 |
|  | EC | 961EC2320 | 3 | 0 | 8 | 3 | 0.003722084 | 8,168 |
|  | EC | 961EC2400 | 3 | 1 | 30 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 961EC25001 | 3 | 2 | 16 | 6 | $0.00744416{ }^{\circ}$ | 16,336 |
|  | SP | 961 EC25002 | 3 | 2. | 15 | 6 | 0.007444169 | 16,336 |
|  | EC | 961EC2610 | 3 | 1 | 17 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 961EC2820 | 3 | 2 | 23 | 6 | 0.00744416 | 16,336 |
|  | SP | 961EC29901 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC29902 | 0 | 4 | 2 | 0 | 0 | 0 |
|  | EC | 961EC29903 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 961EC29904 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 961EC3100 | 3 | 1 | 9 | 4.5 | 0.005583127 | 12.252 |
|  | EC | 961 CC3210 | 3 | 1 | 4 | 0 | 0 | 0 |
|  | EC | 961EC3400 | 3 | 1 | 17 | 4.5 | 0.005583127 | 12.252 |
|  | EC | 961 EC3410 | 4 | 0 | 18 | 4 | 0.004962779 | 10,891 |
|  | EC | 961EC3450 | 4 | 0 | 11 | 4 | 0.004962779 | 10,891 |
|  | EC | 961EC3500 | 4 | 0 | 12 | 4 | 0.004962779 | 10,891 |
|  | EC | 961 CC3550 | 3 | 1 | 15 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 961 EC3610 | 3 | 2 | 10 | 6 | 0.007444169 | 16,336 |
|  | EC | 961EC3800 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | EC | 961 CC3830 | 3 | 2 | 17 | 6 | 0.007444169 | 16,336 |
|  | EC | 961EC3850 | 3 | 0 | 17 | 3 | 0.003722084 | 8,168 |
|  | EC | 961 EC3910 | 3 | 0 | 13 | 3 | 0.003722084 | 8,168 |
|  | EC | 961 EC3920 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | CS | 961 EC4000 | 3 | 0 | 57 | 3 | 0.003722084 | 8,168 |
|  | EC | 961 EC4130 | 4 | 2 | 6 | 7 | 0.008684864 | 19,059 |
|  | EC | 961EC4420 | 3 | 1 | 6 | 4.5 | 0.005583127 | 12,252 |
|  | . EC | 961 EC4470 | 3 | 1 | 4 | 0 | 0 | 0 |
|  | EC | 961 EC4550 | 4 | 0 | 16 | 4 | 0.004962779 | 10,891 |
|  | EC | 961 EC4580 | 4 | 0 | 16 | 4 | 0.004962779 | 10,891 |
|  | EC | 961EC4630 | 3 | 0 | 10 | 3 | 0.003722084 | 8,168 |
|  | EC | 961 EC4820 | 3 | 1 | 15 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 961EC4900A | 2 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961EC4900B | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961EC49000 | 1 | 0 | 1 | 0 | 0 | 0 |
|  | SP | 961EC4900E | 2 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961EC49002 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961EC49003 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC49004 | 2 | 0 | 2 | 0 | 0 | 0 |
|  | EC | 961EC49006 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC49007 | 5 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC49008 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC49009 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 961 EC4910 | 3 | 0 | 7 | 3 | 0.003722084 | 8,168 |
|  | CS | 961EC49101 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 961E02402 | 4 | 1 | 5 | 5.5 | 0.006823821 | 14,975 |
|  | EC | $961 \mathrm{EO2413}$ | 4 | 2 | 30 | 7 | 0.008684864 | 19,059 |


|  | EC | 961 EO35231 | 4 | 2 | 15 | 7 | 0.008684864 | 19,059 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EC | 961 EO35232 | 4 | 2 | 21 | 7 | 0.008684864 | 19,059 |
|  | EC | 961EO35233 | 4 | 2 | 22 | 7 | 0.008684864 | 19,059 |
|  | W | 961 E04011 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
| DL | EW | 961EO4612Z | 4 | 2 | 12 | 7 | 0.008684864 | 19,059 |
|  | EC | 962EC1010 | 1 | 1 | 27 | 2.5 | 0.003101737 | 6,807 |
|  | EC | 962EC2010 | 3 | 1 | 24 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 962 EC2100 | 4 | 2 | 7 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EC2170 | 4 | 2 | 8 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EC2200 | 3 | 3 | 16 | 7.5 | 0.009305211 | 20,420 |
|  | EC | $962 \mathrm{EC2270}$ | 4 | 2 | 6 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 CC2300 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | EC | 962 CC2400 | 3 | 1 | 12 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 962 EC 24101 | 3 | 1 | 15 | 4.5 | 0.005583127 | 12,252 |
|  | EC | $962 E C 24102$ | 3 | 1 | 18 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 962 EC2500 | 3 | 2 | 6 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC2600 | 4 | 0 | 16 | 4 | 0.004962779 | 10,891 |
|  | EC | 962EC2650 | 4 | 2 | 8 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EC2800 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC2820 | 3 | 2 | 5 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC29901 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 952 EC 29902 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 962EC3150 | 3 | 2 | 14 | 6 | 0.007444169 : | 16,336 |
|  | EC | 962EC3310 | 3 | 2 | 7 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC3420 | 3 | 1 | 9 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 962 EC3510 | 3 | 1 | 14 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 962 EC3600 | 3 | 2 | 17 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC3670 | 4 | 2 | 22 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EC3820 | 3 | 1 | 10 | 4.5 | 0.005583127 | 12,252 |
| DL | EC | 962EC3840Z / EC3840 | 3 | 2 | 33 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC4210 | 3 | 0 | 3 | 0 | 0 | 0 |
|  | EC | 962EC4450 | 4 | 1 | 11 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 962EC4500 | 3 | 0 | 7 | 3 | 0.003722084 | 8,168 |
|  | EC | 962 EC4570 | 4 | 0 | 13 | 4 | 0.004962779 | 10,891 |
|  | EC | 962EC4590 | 3 | 0 | 15 | 3 | 0.003722084 | 8,168 |
|  | EW | 962 EC4610 | 3 | 2 | 6 | 6 | 0.007444169 | 16,336 |
|  | EW | 962 EC4620 | 3 | 2 | 10 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC4870 | 3 | 2 | 15 | 6 | 0.007444169 | 16,336 |
|  | EC | 962EC4900A | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC4900B | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{CC4900D}$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{CC4900E}$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC4900F | 2 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC4900G | 5 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC4900H}$ | 3 | 3 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC49001}$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC49002}$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC49003}$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC49004 | 5 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC49005 | 2 | 0 | 2 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC49006}$ | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $962 \mathrm{EC49007}$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  | EC | -962EC49009 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 962EC4990 | 3 | 0 | 21 | 3 | 0.003722084 | 8,168 |
|  | EC | 962 EO24131 | 4 | 2 | 12 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EO 24132 | 4 | 2 | 27 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EO2652 | 4 | 1 | 14 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 962 EO3205 | 3 | 1 | 13 | 4.5 | 0.005583127 | 12,252 |
|  | W | 962 EO 3402 | 4 | 1 | 7 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 962 EO35131 | 4 | 2 | 18 | 7 | 0.008684864 | 19,059 |
|  | EC | 962 EO35132 | 4 | 2 | 13 | 7 | 0.008684864 | 19,059 |
|  | SP | 962 EO3816 | 3 | 0 | 6 | 3 | 0.003722084 | 8,168 |
|  | EC | 962 E04602 | 3 | 0 | 9 | 3 | 0.003722084 | 8,168 |
|  | W | 962 E04622 | 3 | 2 | 11 | 6 | 0.007444169 | 16,336 |
|  | EC | 963 EC1010 | 1 | 1 | 32 | 2.5 | 0.003101737 | 6,807 |
| SYN | EC | 963EC2100/963EC2170 | 4 | 2 | 13 | 7 | 0.008684864 | 19,059 |


|  | EC | 963EC2220 | 2 | 4 | 11 | 8 | 0.009925558 | 21,781 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EC | 963EC2300 | 3 | 2 | 11 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC2320 | 3 | 0 | 13 |  | 0.003722084 | 8.168 |
|  | EC | 963EC2400 | 3 | 1 | 24 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC2410 | 3 | 1 | 12 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC2500 | 3 | 2 | 19 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC2610 | 3 | 1 | 10 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC2820 | 3 | 2 | 17 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC29901 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 963 EC 29902 | 0 | 6 | 1 | 0 |  | 0 |
|  | EC | 963EC3130 | 4 | 2 | 5 | 7 | 0.008684884 | 19,059 |
|  | EC | 963EC3200 | 3 | 2 | 14 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC3320 | 3 |  | 6 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC3400 | 3 | 1 | 24 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC3410 | 4 | 0 | 14 | 4 | 0.004962779 | 10,891 |
|  | EC | 963EC3500 | 4 | 0 | 19 | 4 | 0.004962779 | 10,891 |
|  | EC | 963EC3550 | 3 | 1 | 31 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC3630 | 3 | 0 | 9 | 3 | 0.003722084 | 8,168 |
|  | EC | 963EC3800 | 3 | 2 | 10 | 6 | 0.007444169 | 16,336 |
| DL | EC | 963EC3850Z/EC3850 | 3 | 1 | 37 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC3910 | 3 | 2 | 14 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC39901 | 0 | 4 | 1 | 0 | 0 | 0 |
|  | CS | 963EC4000 | 3 | 0 | 47 | 3 | 0.003722084 | 8,168 |
|  | CC | 963EC4010 | 3 | 2 | 15 | 6 | 0.007444169 | 16,336 |
|  | EC | 963EC43401 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 963EC4350 | 3 | 1 | 5 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC4410 | 3 | 1 | 5 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 963EC4550 | 4 | 0 | 11 | 4 | 0.004962779 | 10,891 |
|  | EC | $963 \mathrm{EC4580}$ | 4 | 0 | 5 | 4 | 0.004962779 | 10,891 |
|  | EC | 963EC4600 | 3 | 0 | 6 | 3 | 0.003722084 | 8,168 |
|  | W | $963 \mathrm{EC4680}$ | 3 | 3 | 18 | 7.5 | 0.009305211 | 20,420 |
|  | EC | 963EC4830 | 3 | 1 | 11 | 4.5 | 0.005583127 | 12,252 |
|  | EC | $963 E C 49001$ | 3 | 2 | 1 | 0 |  | 0 |
|  | EC | 963EC49002 | 0 | 3 | 1 | 0 | 0 | 0 |
|  | EC | 963EC49003 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 963EC49004 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 963EC49005 | 2 | 2 | 1 | 0 | 0 | 0 |
|  | EC | $963 E C 49007$ | 0 | 6 | 1 | 0 | 0 | 0 |
|  | EC | 963EC4920 | 3 | 0 | 12 | 3 | 0.003722084 | 8,168 |
|  | EC | 963EC4940 | 4 | 0 | 14 | 4 | 0.004962779 | 10,891 |
|  | EC | $963 E 02402$ | 4 | 1 | 9 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 963EO24131 | 4 | 2 | 18 | 7 | 0.008684864 | 19,059 |
|  | EC | 963EO24132 | 4 | 2 | 27 | 7 | 0.008684864 | 19,059 |
|  | EC | 963E03513 | 4 | 2 | 26 | 7 | 0.008684864 | 19,059 |
|  | EC | 963EO3523 | 4 | 2 | 32 | 7 | 0.008684864 | 19,059 |
|  | EC | 963EO3602 | 4 | 2 | 14 | 7 | 0.008684864 | 19,059 |
|  | EC | 963 EO3802 | 3 | 2 | 10 | 6 | 0.007444169 | 16,336 |
|  | EC | 964EC1010 | 1 | 1 | 76 | 2.5 | 0.003101737 | 6,807 |
|  | EC | 964 EC 2010 | 3 | 1 | 19 | 4.5 | 0.005583127 | 12,252 |
| sY | EC | 964EC2100 | 4 | 2 | 23 | 7 | 0.008684864 | 19,059 |
|  | EC | 964EC2200 | 3 | 3 | 15 | 7.5 | 0.009305211 | 20,420 |
|  | EC | 964 EC 2270 | 4 | - 2 | 7 | 7 | 0.008684864 | 19,059 |
|  | EC | 964EC2300 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | EC | 964 EC 2400 | 3 | 1 | 5 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 964EC2410 | 3 | 1 | 25 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 964EC2500 | 3 | 2 | 21 | 6 | 0.007444169 | 16,336 |
|  | EC | 964 EC 2600 | 4 | 0 | 6 | 4 | 0.004962779 | 10,891 |
|  | EC | 964EC2800 | 3 | 2 | 13 | 6 | 0.007444169 | 16,336 |
|  | EC | 964EC29901 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 964EC29902 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 964EC29903 | 0 | 8 | 1 | 0 | - | 0 |
|  | EC | 964EC3310 | 3 | 2 | 8 | 6 | 0.007444169 | 16,336 |
|  | EC | 964 EC 3420 | 3 | 1 | 9 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 964EC3510 | 3 | 1 | 12 | 4.5 | 0.005583127 | 12,252 |
|  | EC | $964 E C 3600$ | 3 | 2 | 10 | 6 | 0.007444169 | 16,336 |
| DL | EC | 964EC38202 / EC3820 | 3 | 1 | 27 | 4.5 | 0.005583127 | 12,252 |


|  | EC | $964 \mathrm{EC39901}$ | 1 | 2 | 1 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EC | 964 EC4150 | 4 | 1 | 7 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 964EC4220 | 3 | 1 | 5 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 964EC4300 | 3 | 1 | 6 | 4.5 | 0.005583127 | 12,252 |
|  | EC | $964 \mathrm{EC4450}$ | 4 | 1 | 5 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 964EC4560 | 3 | 2 | 12 | 6 | 0.007444169 | 16,336 |
|  | EC | $964 \mathrm{EC4620}$ | 3 | 2 | 7 | 6 | 0.007444169 | 16,336 |
|  | EC | 964EC4690 | 3 | 3 | 10 | 7.5 | 0.009305211 | 20,420 |
|  | EC | 964EC4700 | 3 | 0 | 16 | 3 | 0.003722084 | 8,168 |
|  | EC | $964 \mathrm{CC4800}$ | 3 | 0 | 19 | 3 | 0.003722084 | 8,168 |
|  | EC | $964 \mathrm{EC4810}$ | 3 | 2 | 9 | 6 | 0.007444169 | 16,336 |
|  | EC | 964EC4900A | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900B | 3 | 0 | 2 | 0 | 0 | 0 |
|  | EC | 964EC4900C | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900D | 4 | 0 | 1 | 0 | 0 ; | 0 |
|  | EC | 964EC4900E | 2 | 0 | 1 | 0 | 0 ! | 0 |
|  | EC | 964EC4900F | 4 | 0 | 1 | - 0 | $\bigcirc 0^{\circ}$ | 0 |
|  | ME | 964EC4900G | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | $964 \mathrm{EC4900H}$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900J | 2 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900K | 0 | 4 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900L | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900M | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | $964 E C 4900 \mathrm{~N}$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49000 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 964EC4900P | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $964 E C 49001$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49002 | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | $964 \mathrm{EC49003}$ | 0 | 8 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49004 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49005 | 1 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49007 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49008 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | 964EC49009 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | EC | $964 \mathrm{EC4970}$ | 3 | 0 | 8 | 3 | 0.003722084 | 8,168 |
|  | EC | 964EC49901 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | EC | $964 E O 2652$ | 4 | 1 | 10 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 964EO3205 | 3 | 1 | 10 | 4.5 | 0.005583127 | 12,252 |
|  | EC | 964 EO3402 | 4 | 1 | 9 | 5.5 | 0.006823821 | 14,975 |
|  | EC | 964 EO3512 | 3 | 2 | 29 | 6 | 0.007444169 | 16,336 |
|  | cc | 964EO3513 | 4 | 2 | 48 | 7 | 0.008684864 | 19,059 |
|  | EC | 964EO3523 | 4 | 2 | 29 | 7 | 0.008684864 | 19,059 |
|  | SP | 964EO3816 | 3 | 0 | 10 | 3 | 0.003722084 | 8.168 |
|  | EC | Q64EO3911 | 3 | 0 | 19 | 3 | 0.003722084 | 8,168 |
| DL | EC | 964EO4612Z / EO4612 | 4 | 2 | 22 | 7 | 0.008684864 | 19,059 |
|  |  | TOTALS | 660 | 374 | 2456 | 806 | 1 | 2,194,478 |



| MA | 963 MA 1117 | 5 | 2 | 10 | 8 | 0.018604651 | 27,990 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MA | 963MA11181 | 5 | 2 | 28 | 8 | 0.018604651 | 27,990 |
| MA | $963 \mathrm{MA11182}$ | 5 | 2 | 6 | 8 | 0.018604651 | 27,990 |
| MA | 963MA2049 | 3 | 0 | 13 | 3 | 0.006976744 | 10,496 |
| MA | 963MA2051 | 4 | 1 | 9 | 5.5 | 0.012790698 | 19,243 |
| MA | 963MA21211 | 4 | 0 | 31 | 4 | 0.009302326 | 13,995 |
| MA | 963 MA 21212 | 4 | 0 | 27 | 4 | 0.009302326 | 13,995 |
| MA | 963MA2138 | 5 | 0 | 20 | 5 | 0.011627907 | 17,494 |
| MA | 963MA3025 | 5 | 1 | 14 | 6.5 | 0.015116279 | 22,742 |
| MA | 963MA3030 | 4 | 1 | 9 | 5.5 | 0.012790698 | 19,243 |
| MA | $963 \mathrm{MA3042}$ | 4 | 0 | 15 | 4 | 0.009302326 | 13,995 |
| MA | 963MA3046 | 4 | 1 | 6 | 5.5 | 0.012790698 | 19,243 |
| MA | 963 MA 3132 | 4 | 0 | 13 | 4 | 0.009302326 | 13,995 |
| MA | 963MA3232 | 4 | 1 | 3 | 0 | 0 | 0 |
| MA | 963MA3560 | 3 | 0 | 11 | 3 | 0.006976744 | 10,496 |
| MA | 963MA3605 | 3 | 0 | 11 | 3 | 0.006976744 | 10,496 |
| MA | 963MA36101 | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 963MA4027 | 4 | 0 | 6 | 4 | 0.009302326 | 13,995 |
| MA | 963MA4103 | 3 | 0 | 9 | 3 | 0.006976744 | 10,496 |
| MA | $963 \mathrm{MA4243}$ | 3 | 1 | 1 | 0 | 0 | 0 |
| OR | $963 \mathrm{MA4302}$ | 3 | 1 | 1 | 0 | 0 | 0 |
| MA | 963MA4323 | 3 | 0 | 8 | 3 | 0.006976744 | 10,496 |
| MA | $963 \mathrm{MA43321}$ | 3 | 0 | 1 | 0 | $\cdots \quad 0$ | 0 |
| MA | $963 \mathrm{MA4393}$ | 3 | 0 | 1 | 0 | 10.0. 0 | 0 |
| MA | $963 \mathrm{MA43932}$ | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 963MA46931 | 3 | 0 | 2 | 0 | 0 | 0 |
| MA | $963 \mathrm{MA46932}$ | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 964 MAR117 | 3 | 3 | 22 | 7.5 | 0.01744186 | 26,241 |
| MA | 964MAR118 | 3 | 3 | 27 | 7.5 | 0.01744186 | 26,241 |
| MA | 964MAR125 | 3 | 0 | 14 | 3 | 0.006976744 | 10,496 |
| MA | 964MAR142 | 2 | 0 | 38 | 2 | 0.004651163 | 6,998 |
| MA | 964MA10251 | 4 | 0 | 30 | 4 | 0.009302326 | 13,995 |
| MA | $964 \mathrm{MA10252}$ | 4 | 0 | 34 | 4 | 0.009302326 | 13,995 |
| MA | 964 MA 10421 | 2 | 0 | 38 | 2 | 0.004651163 | 6,998 |
| MA | $964 \mathrm{MA10422}$ | 2 | 0 | 33 | 2 | 0.004651163 | 6,998 |
| MA | 964MA1043 | 2 | 0 | 39 | 2 | 0.004651163 | 6,998 |
| MA | 964MA11171 | 5 | 2 | 61 | 8 | 0.018604651 | 27,990 |
| MA | $964 \mathrm{MA11172}$ | 5 | 2 | 59 | 8 | 0.018604651 | 27,990 |
| MA | 964MA1118 | 5 | 2 | 38 | 8 | 0.018604651 | 27,990 |
| MA | 964MA2049 | 3 | 0 | 8 | 3 | 0.006976744 | 10,496 |
| MA | 964 MA 2121 | 4 | 0 | 31 | 4 | 0.009302326 | 13,995 |
| MA | 964 MA 23001 | 5 | 0 | 39 | 5 | 0.011627907 | 17,494 |
| MA | 964 MA 23002 | 5 | 0 | 34 | 5 | 0.011627907 | 17,494 |
| MA | 964 MA 23003 | 5 | 0 | 32 | 5 | 0.011627907 | 17,494 |
| MA | $964 \mathrm{MA3046}$ | 4 | 1 | 31 | 5.5 | 0.012790698 | 19,243 |
| MA | $964 \mathrm{MA3110}$ | 4 | 0 | 16 | 4 | 0.009302326 | 13,995 |
| MA | 964 MA 3132 | 4 | 0 | 12 | 4 | 0.009302326 | 13,995 |
| MA | 964MA3139 | 4 | 0 | 22 | 4 | 0.009302326 | 13,995 |
| MA | 964MA3232 | 4 | 1 | 5 | 5.5 | 0.012790698 | 19,243 |
| MA | 964 MA 3243 | 4 | 1 | 5 | 5.5 | 0.012790698 | 19,243 |
| MA | 964MA3606 | 3 | 0 | 8 | 3 | 0.006976744 | 10.496 |
| MA | 964MA3675 | 3 | 0 | 7 | 3 | 0.006576744 | 10.496 |
| MA | 964MA40271 | 4 | 0 | 1 | 0 | 0 | 0 |
| MA | 964MA41031 | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 964MA42371 | 4 | 0 | 1 | 0 | 0 | 0 |
| MA | $964 \mathrm{MA43111}$ | 3 | 0 | 2 | 0 | 0 | 0 |
| MA | 964MA4321 | 3 | 0 | 12 | 3. | 0.006976744 | 10.496 |
| MA | $964 \mathrm{MA43921}$ | 4 | 0 | 1 | 0 | 0 | 0 |
| MA | 964 MA 4393 | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | $964 \mathrm{MA43931}$ | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 964MA46201 | 3 | 0 | 1 | 0 | 0 | 0 |
| MA | 964MA46931 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | TOTALS | 459 | 63 | 1871 | 430 | 1 | 1,504,481 |


| ME |  | ME | 961ME2101 | 4 | 1 | 9 | 5.5 | 0.013513514 | 18,012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ME | 961 ME2201 | 3 | 2 | 16 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961ME2440 | 3 | 0 | 18 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 961ME2441 | 0 | 2 | 18 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 961ME2501 | 3 | 0 | 11 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 961ME2801 | 3 | 2 | 9 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961ME3220 | 3 | 2 | 6 | 6 | 0.014742015 | 19,650 |
|  |  | MEME | 961ME3410 | 2 | 4 | 14 | 8 | 0.01965602 | 26,200 |
|  |  | ME | 961ME3440 | 4 | 0 | 20 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961 ME3611 | 4 | 0 | 23 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961ME3711 | 4 | 1 | 11 | 5.5 | 0.013513514 | 18,012 |
|  |  | ME | 961ME4161 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961ME4240 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961ME4420 | 4 | 0 | 10 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961ME4522 | 4 | 0 | 9 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961ME4811 | 3 | 2 | 9 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961 ME49021 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | ME | 961MS2201 | 3 | 2 | 7 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961MS3202 | 3 | 2 | 21 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961MS3606 | 3 | 2 | 21 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 961 MS4811 | 4 | 0 | 6 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 961MS49021 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | EC | 961TS3000 | 3 | 2 | 12 | 6 | 0.014742015 | 19,650 |
|  | $\pi$ | MEME | 961TS4003 | 2 | 4 | 8 | 8 | 0.01965602 | 26,200 |
|  |  | ME | 962ME2502 | 4 | 1 | 12 | 5.5 | 0.013513514 | 18,012 |
|  |  | ME | 962ME2601 | 3 | 2 | 14 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962ME3150 | 4 | 1 | 24 | 5.5 | 0.013513514 | 18,012 |
|  |  | ME | 962 ME 3201 | 3 | 2 | 15 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962ME3240 | 3 | 0 | 7 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 962ME3241 | 0 | 3 | 7 | 4.5 | 0.011056511 | 14,737 |
|  |  | ME | 962ME3521 | 3 | 2 | 13 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962ME3801 | 3 | 0 | 8 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 962 ME 3802 | 0 | 2 | 8 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 962ME4220 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 962ME4525 | 4 | 0 | 7 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 962 ME4613 | 4 | 0 | 23 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 962ME4823 | 4 | 0 | 13 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 962MS2201 | 3 | 2 | 13. | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962 MS 3202 | 3 | 2 | 13 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962MS3214 | 4 | 0 | 6 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 962MS4822 | 4 | 0 | 7 | 4 | 0.00982801 | 13,100 |
|  |  | ME | $962 T 53001$ | 3 | 2 | 18 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 962TS3002 | 3 | 2 | 15 | 6 | 0.014742015 | 19,650 |
|  |  | PH | 962TS3003 | 3 | 2 | 17 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 963ME2101 | 4 | 1 | 14 | 5.5 | 0.013513514 | 18,012 |
|  |  | ME | 963 ME 2201 | 3 | 2 | 10 | 6 | 0.014742015 | 19,650 |
|  |  | AA | 963ME2440 | 3 | 0 | 12 | 3 | 0.007371007 | 9,825 |
|  |  | AA | 963ME2441 | 0 | 2 | 12 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 963 ME 2501 | 3 | 0 | 6 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 963ME2801 | 3 | 2 | 12 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 963ME3220 | 3 | 2 | 11 | 6 | 0.014742015 | 19,650 |
|  | $\pi$ | MEME | 963ME3410 | 2 | 4 | 11 | 8 | 0.01965602 | 26,200 |
|  |  | ME | 963 ME 3440 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 963ME3611 | 4 | 0 | 9 | 4 | 0.00982801 | 13.100 |
|  |  | ME | 963ME3711 | 4 | 1 | 18 | 5.5 | 0.013513514 | 18,012 |
|  |  | ME | 963ME4162 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  |  | ME | 963ME4163 | 3 | 0 | 7 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 963ME4550 | 3 | 2 | 7 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 963 ME 4812 | 3 | 0 | 5 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 963 ME 4813 | 0 | 2 | 5 | 3 | 0.007371007 | 9,825 |
|  |  | ME | 963ME4821 | 3 | 2 | 9 | 6 | 0.014742015 | 19,650 |
|  |  | - ME | 963MS2201 | 3 | 2 | 8 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 963 MS 3202 | 3 | 2 | 4 | 0 | 0 | 0 |
|  |  | ME | 963MS3304 | 3 | 2 | 14 | 6 | 0.014742015 | 19,650 |
|  |  | ME | 963MS4215 | 3 | 2 | 6 | 6 | 0.014742015 | 19,650 |


|  | PH | 963 TS 4000 | 3 | 2 | 16 | 6 | 0.014742015 | 19,650 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ME | 963 TS4001 | 3 | 2 | 15 | 6 | 0.014742015 | 19,650 |
|  | ME | 964ME1000 | 3 | 0 | 12 | 3 | 0.007371007 | 9,825 |
|  | AA | 964 ME 2502 | 4 | 1 | 10 | 5.5 | 0.013513514 | 18,012 |
|  | ME | 964ME2601 | 3 | 2 | 17 | 6 | 0.014742015 | 19,650 |
|  | ME | 964ME3150 | 4 | 1 | 211 | 5.5 | 10.013513514 | 18,012 |
|  | MESV | 964ME3201 | 3 | 2 | 16 | 6 | 0.014742015 | 19,650 |
|  | MESV | 964ME3240 | 3 | 0 | 25 | 3 | 0.007371007 | 9,825 |
|  | MESV | 964 ME 3241 | 0 | 3 | 25 | 4.5 | 0.011056511 | 14,737 |
|  | ME | 964ME3521 | 3 | 2 | 16 | 6 | 0.014742015 | 19,650 |
|  | ME | 964ME3801 | 3 | 0 | 10 | 3 | 0.007371007 | 9,825 |
|  | ME | 964 ME 3802 | 0 | 2 | 10 | 3 | 0.007371007 | 9,825 |
|  | ME | 964ME4160 | 4 | 0 | 9 | 4 | 0.00982801 | 13,100 |
|  | ME | 964ME4612 | 4 | 0 | 8 | 4 | 0.00982801 | 13,100 |
|  | ME | 964ME4731 | 4 | 0 | 9 | 4 | 0.00982801 | 13,100 |
|  | ME | 964ME49021 | 2 | 0 | 2 | 0 | 0 | 0 |
|  | ME | 964ME49022 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | ME | 964MS2201 | 3 | 2 | 15 | 6 | 0.014742015 | 19,650 |
|  | ME | $964 \mathrm{MS3202}$ | 3 | 2 | 9 | 6 | 0.014742015 | 19,650 |
|  | ME | $964 \mathrm{MS4312}$ | 3 | 2 | 5 | 6 | 0.014742015 | 19,650 |
|  | ME | $964 T 53001$ | 3 | 2 | 8 | 6 | 0.014742015 | 19,650 |
| $\pi$ | PHME | 964 TS4002 | 2 | 4 | 15 | 8 | 0.01965602 | 26,200 |
|  |  | TOTALS | 265 | 108 | 984 | 407 | 1 | 332,915 |


| OC |  | OC | 9610 C 3120 | 4 | 3 | 7 | 8.5 | 0.049707602 | 42,792 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Oc | 9610 C 3230 | 4 | 0 | 13 | 4 | 0.023391813 | 20,138 |
|  |  | Oc | 9610 C 3240 | 4 | 2 | 13 | 7 | 0.040935673 | 35,241 |
|  |  | OC | 9610 C3260 | 4 | 0 | 24 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9610C3570 | 2 | 4 | 3 | 0 | 0 | 0 |
|  |  | OC | $9610 C 4220$ | 4 | 1 | 7 | 5.5 | 0.032163743 | 27,689 |
|  |  | OC | $9610 \subset 4331$ | 4 | 0 | 12 | 4 | 0.023391813 | 20,138 |
|  |  | Oc | 9610 C4413 | 4 | 1 | 21 | 5.5 | 0.032163743 | 27,689 |
|  |  | OC | $9610 ¢ 49001$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | SM | 9520C2020 | 1 | 2 | 10 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9620c3030 | 1 | 2 | 8 | 4 | 0.023391813 | 20,138 |
|  |  | OC | $9620 \subset 3150$ | 3 | 2 | 10 | 6 | 0.035087719 | 30,206 |
|  | $\pi$ | MRJOC | $9520 \mathrm{C3212}$ | 4 | 0 | 20 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9620c3230 | 3 | 1 | 13 | 4.5 | 0.026315789 | 22,655 |
|  |  | oc | 9620C3260 | 4 | 0 | 8 | 4 | 0.023391813 | 20,138 |
|  |  | oc | $9020 \subset 3610$ | 2 | 2 | 4 | 0 | 0 ; | 0 |
|  |  | OC | $9620 \subset 4211$ | 4 | 0 | 12 | 4 | 0.023391813 | 20,138 |
|  |  | PH | $9620 \subset 4267$ | 4 | 0 | 14 | 4 | $0.023391813^{\prime}$ | 20,138 |
|  |  | OC | 9620C4335 | 3 | 2 | 6 | 6 | 0.035087719 | 30,206 |
|  |  | Oc | 9520C49001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9630 C 2020$ | 1 | 2 | 8 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9630C3120 | 4 | 3 | 13 | 8.5 | 0.049707602 | 42,792 |
|  |  | Oc | 9630C3240 | 4 | 2 | 20 | 7 | 0.040935673 | 35,241 |
|  |  | OC | $9630 C 3902$ | 3 | 2 | 12 | 6 | 0.035087719 | 30,206 |
|  |  | OC | $9630 \mathrm{C4} 213$ | 3 | 1 | 12 | 4.5 | 0.026315789 | 22,655 |
|  |  | OC | $9630 \subset 4267$ | 4 | 0 | 13 | 4 | 0.023391813 | 20,138 |
|  |  | OC | $9630 C 4331$ | 4 | 0 | 19 | 4 | 0.023391813 | 20,138 |
|  | $\pi$ | ocioc | $9630 \subset 49001$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9630 \subset 49002$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9630 \mathrm{C49003}$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | Oc | $9630 C 49004$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9630 C 49005$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9630 \subset 49007$ | 3 | 0 | 2 | 0 | 0 | 0 |
|  |  | oc | $9630 \subset 49008$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9640 C 3230$ | 4 | 0 | 19 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9640 C3266 | 3 | 2 | 14 | 6 | 0.035087719 | 30,206 |
|  |  | OC | 9640 C 3321 | 4 | 0 | 13 | 4 | 0.023391813 | 20,138 |
|  |  | OC | 9640 C 3522 | 4 | 2 | 11 | 7 | 0.040935673 | 35,241 |
|  |  | OC | $9640 C 3570$ | 2 | 4 | 12 | 8 | 0.046783626 | 40,275 |
|  |  | OC | 9640 C 4211 | 4 | 0 | 17 | 4 | 0.023391813 | 20,138 |
|  |  | Oc | $9640 \subset 4230$ | 3 | 0 | 7 | 3 | 0.01754386 | 15,103 |
|  |  | OC | $9640 \subset 4323$ | 4 | 2 | 8 | 7 | 0.040935673 | 35,241 |
|  |  | OC | 9640 C 4335 | 3 | 2 | 7 | 6 | 0.035087718 | 30,206 |
|  |  | O | $9640 \subset 4610$ | 2 | 2 | 5 | 5 | 0.029239766 | 25,172 |
|  |  | OC | $9640 C 49001$ | 3 | 0 | 1 | 0 | 0 | 0 |
| - |  | OC | $9640 C 49002$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9640 C 49003$ | 2 | 0 | 1 | 0 | 0 | 0 |
|  |  | OC | $9640 \subset 49004$ | 1 | 0 | 1 | 0 | 0 | 0 |
|  |  |  | TOTALS | 148 | 46 | 429 | 171 | 1 | 860,883 |


| OR | OR | 961OA22001 | 4 | 0 | 31 | 4 | 0.006980803 | 12,531 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | ---: |
|  | OR | 961OA22002 | 4 | 0 | 23 | 4 | 0.006980803 | 12,531 |
|  | OR | 9610A31011 | 4 | 1 | 24 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9610A31012 | 4 | 1 | 35 | 5.5 | 0.009598604 | 17,230 |
|  | SYN | OR | 961OA3103 | 4 | 1 | 20 | 5.5 | 0.009598604 |


|  | OR | 9620530063 | 4 | 0 | 22 | 4 | 0.006980803 | 12,531 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | OR | 962053302 | 4 | 0 | 7 | 4 | 0.006980803 | 12,531 |
|  | OR | 962053604 | 4 | 0 | 25 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A2200 | 4 | 0 | 14 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A3101 | 4 | 1 | 20 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9630A31031 | 4 | 1 | 29 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9630А31032 | 4 | 1 | 23 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9630A32011 | 4 | 1 | 27 | 5.5 | 0.009598604 | 17.230 |
|  | OR | 9630A32012 | 4 | 1 | 25 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9630 A33011 | 4 | 0 | 29 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A33012 | 4 | 0 | 21 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A34011 | 4 | 0 | 14 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A34012 | 4 | 0 | 10 | 4 | 0.006980803 | 12,531 |
|  | SM | 9630A3501 | 4 | 0 | 11 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630 A4101 | 3 | 1 | 11 | 4.5 | 0.007853403 | 14.098 |
|  | OR | 963044201 | 4 | 0 | 20 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A4601 | 4 | 0 | 8 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A46021 | 4 | 0 | 21 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A46022 | 4 | 0 | 24 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630A46031 | 3 | 2 | 13 | 6 | 0.010471204 | 18,797 |
|  | OR | 9630A46032 | 3 | 2 | 15 | 6 | 0.010471204 | 18,797 |
|  | SM | 9630A4701 | 4 | 0 | 11 | 4 | 0.006980803 ; | 12,531 |
|  | CC | 9630A4702 | 4 | 0 | 25 | 4 | 0.006980803 ; | 12,531 |
|  | OR | 9630A49101 | 4 | 0. | 1 | 0 | 0 | 0 |
|  | OR | 9630A49301 | 2 | 0 | 2 | 0 | 0 | 0 |
|  | OR | 9630A49302 | 2 | 0 | 4 | 0 | 0 | 0 |
| $\pi$ | ORIOR | 963053006 | 4 | 0 | 34 | 4 | 0.006980803 | 12,531 |
|  | OR | 963053008 | 4 | 0 | 24 | 4 | 0.006980803 | 12,531 |
|  | OR | 9630531011 | 4 | 1 | 22 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9630531012 | 4 | 1 | 14 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 963053104 | 4 | 0 | 14 | 4 | 0.006980803 | 12,531 |
|  | OR | 963053105 | 4 | 1 | 23 | 5.5 | 0.009598604 | 17,230 |
|  | UW | 963053303 | 4 | 1 | 5 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 963053604 | 4 | 0 | 16 | 4 | 0.006980803 | 12,531 |
|  | OR | 963054601 | 4 | 0 | 23 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640AR2001 | 2 | 2 | 28 | 5 | 0.008726003 | 15,664 |
|  | OR | $9640 A R 2002$ | 2 | 2 | 33 | 5 | 0.008726003 | 15,664 |
|  | OR | 9640A2900 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | OR | 9640A29001 | 3 | 0 | 23 | 3 | 0.005235602 | 9,398 |
|  | OR | 9640A29002 | 3 | 0 | 25 | 3 | 0.005235602 | 9,398 |
|  | OR | 9640A3102 | 4 | 1 | 15 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 9640A31041 | 3 | 1 | 24 | 4.5 | 0.007853403 | 14,098 |
|  | OR | 9640A31042 | 3 | 1 | 24 | 4.5 | 0.007853403 | 14,098 |
|  | OR | 9640A3105 | 4 | 0 | 8 | 4 | 0.006980803 | 12,531 |
| TT | OR/OR | 9640A3200 | 4 | 0 | 11 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A33021 | 4 | 0 | 17 | 4 | 0.006980803 | 12,531 |
|  | OR | 9649A33022 | 4 | 0 | 30 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640 A3601 | 4 | 0 | 4 | 0 | 0 | 0 |
|  | UW | 964043602 | 4 | 0 | 10 | 4 | 0.006980803 | 12,531 |
|  | OR | 964044101 | 3 | 1 | 11 | 4.5 | 0.007853403 | 14,098 |
|  | OR | 9640A42021 | 4 | 0 | 30 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A42022 | 4 | 0 | 17 | 4 | 0.006980803 | 12,531 |
|  | OR | 964044301 | 3 | 2 | 22 | 6 | 0.010471204 | 18,797 |
|  | OR | 9640A4302 | 4 | 0 | 18 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A4303 | 4 | 0 | 14 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640 A4501 | 4 | 0 | 9 | 4 | 0.006980803 | 12,531 |
| $\pi$ | ORIOR | 9640A4601 | 4 | 0 | 6 | 4 | 0.006980803 | 12,531 |
|  | OR | 964044602 | 4 | 0 | 9 | 4. | 0.006980803 | 12,531 |
|  | OR | 9640A46041 | 4 | 0 | 18 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A46042 | 4 | 0 | 20 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A4605 | 3 | 0 | 12 | 3 | 0.005235602 | 9,398 |
|  | OR | 9640A4608 | 4 | 0 | 5 | 4 | 0.006980803 | 12,531 |
| $\pi$ | . ORIOR | 964044611 | 4 | 0 | 15 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A4654 | 4 | 0 | 11 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A4655 | 4 | 0 | 10 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640A4910 | 3 | 0 | 8 | 3 | 0.005235602 | 9,398 |


|  | OR | 9640A49101 | 3 | 1 | 3 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MA | 9640A49102 | 4 | 0 | 1 | 0 | 0 : | 0 |
|  | OR | 9640A49103 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | OR | 9640149104 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | OR | 9640A49105 | 1 | 2 | 1 | 0 | 0 | 0 |
|  | OR | 9640A49301 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | OR | 964052103 | 4 | 1 | 6 | 5.5 | 0.009598604 | 17,230 |
|  | OR | 964053004 | 5 | 0 | 19 | 5 | 0.008726003 | 15,664 |
|  | OR | 9640530061 | 4 | 0 | 14 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640530062 | 4 | 0 | 29 | 4 | 0.006980803 | 12,531 |
|  | OR | 964053104 | 4 | 0 | 6 | 4 | 0.006980803 | 12,531 |
|  | OR | 9640\$3302 | 4 | 0 | 21 | 4 | 0.006980803 | 12,531 |
|  | UW | 964053601 | 4 | 0 | 8 | 4 | 0.006980803 | 12,531 |
|  | OR | 964053603 | 3 | 1 | 15 | 4.5 | 0.007853403 | 14,098 |
| SYN | OR | 9640S47011/9640A4704 | 4 | 0 | 23 | 4 | 0.006980803 | 12,531 |
| SYN | OR | 9640547012 | 4 | 0 | 19 | 4 | 0.006980803 | 12,531 |
|  |  | TOTALS | 555 | 57 | 2388 | 573 | 1 | 1,795,097 |



| PH | PH | 961PH13221 | 5 | 0 | 15 | 5 | 0.011223345 | 18,001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PH | 961PH13222 | 5 | 0 | 15 | 5 | 0.011223345 | 18,001 |
|  | PH | 961PH2001 | 1 | 0 | 25 | 1 | 0.002244669 | 3,600 |
|  | PH | 961PH2203 | 4 | 0 | 8 | 4 | 0.008978676 | 14,401 |
|  | PH | 961PH2401 | 3 | 0 | 9 | 3 | 0.006734007 | 10,801 |
|  | PH | 961 PH3152 | 4 | 0 | 11 | 4 | 0.008978676 | 14,401 |
|  | PH | 961PH3172 | 4 | 1 | 18 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 961 PH3352 | 4 | 0 | 14 | 4 | 0.008978676 | 14,401 |
|  | PH | 961PH3360 | 4 | 1 | 6 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 961 PH3452 | 4 | 2 | 15 | 7 | 0.015712682 | 25,201 |
|  | PH | 961 PH3652 | 4 | 1 | 13 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 961 PH3782 | 4 | 0 | 9 | 4 | 0.008978676 | 14,401 |
| $\pi$ | PH/PH | 961 PH3800 | 4 | 0 | 14 | 4 | 0.008978676 | 14,401 |
|  | PH | 961PH4050 | 4 | 2 | 19 | 7 | 0.015712682 | 25,201 |
|  | PH | 961 PH40511 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 961 PH4054 | 4 | 0 | 10 | 4 | 0.008978676 | 14,401 |
|  | PH | 961 PH42831 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 961 PH4353 | 4 | 0 | 8 | 4 | 0.008978676 | 14,401 |
|  | PH | 961 PH4911 | 3 | 2 | 16 | 6 | 0.013468013 | 21,601 |
|  | PH | 961 PH49841 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 961PH49981 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 961 PH49982 | 2 | 0 | 1 | 0 | 0 : | 0 |
|  | PH | 961PH49983 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 961 SE2012 | 2 | 3 | 15 | 6.5 | 0.014590348 | 23,401 |
| $\pi$ | PHPH | 961 SE2014 | 2 | 3 | 10 | 6.5 | 0.014590348 | 23,401 |
|  | CC | 961SE2020 | 1 | 0 | 15 | 1 | 0.002244669 | 3,600 |
|  | SP | 961 EE4021 | 4 | 0 | 11 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PHR110 | 5 | 3 | 7 | 9.5 | 0.021324355 | 34,202 |
|  | PH | 962PH1001 | 4 | 2 | 8 | 7 | 0.015712682 | 25,201 |
|  | PH | 962 PH 1002 | 4 | 2 | 8 | 7 | 0.015712682 | 25,201 |
|  | PH | 962PH2001 | 1 | 0 | 11 | 1 | 0.002244669 | 3,600 |
|  | PH | 962PH2151 | 4 | 1 | 18 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 962 PH 2401 | 3 | 0 | 7 | 3 | 0.006734007 | 10,801 |
|  | PH | 962 PH 2511 | 4 | 0 | 14 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PH 2514 | 4 | 0 | 9 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PH 2911 | 3 | 2 | 21 | 6 | 0.013468013 | 21,601 |
|  | PH | 962PH3052 | 4 | 0 | 31 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PH 3171 | 4 | 0 | 12 | 4 | 0.008978676 | 14,401 |
|  | PH | 962PH3292 | 4 | 1 | 9 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 962 PH 3400 | 4 | 2 | 18 | 7 | 0.015712682 | 25,201 |
|  | PH | 962PH3458 | 4 | 0 | 7 | 4 | 0.008978676 | 14,401 |
|  | PH | 962PH3653 | 4 | 1 | 15 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 962PH3855 | 4 | 2 | 5 | 7 | 0.015712682 | 25,201 |
|  | PH | 962 PH 3991 | 4 | 0 | 15 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PH 39981 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 962 PH 4001 | 1 | 0 | $\therefore 1$ | 0 | 0 | 0 |
|  | PH | 962 PH 4051 | 4 | 0 | 8 | 4 | 0.008978676 | 14,401 |
|  | PH | 962 PH 4209 | 3 | 2 | 9 | 6 | 0.013468013 | 21,601 |
|  | PH | 962 PH 4454 | 4 | 2 | 14 | 7 | 0.015712682 | 25,201 |
|  | PH | 962 PH 4760 | 4 | 0 | 7 | 4 | 0.008978676 | 14.401 |
|  | PH | 962 PH4857 | 4 | 0 | 5 | 4 | 0.008978676 | 14, $\div$ ? 1 |
|  | PH | 962 PH 49981 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 962 PH 49982 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 962 PH 49983 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 952 PH 49984 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 962 SE2013 | 2 | 3 | 15 | 6.5 | 0.014590348 | 23,401 |
|  | PH | 962SE3015 | 2 | 3 | 8 | 6.5 | 0.014590348 | 23,401 |
|  | PH | 962SE4859 | 3 | 0 | 8 | 3 | 0.006734007 | 10,801 |
|  | PH | 963PH1322 | 5 | 0 | 7 | 5 | 0.011223345 | 18,001 |
|  | PH | 963 PH 2351 | 4 | 1 | 19 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 963 PH 2401 | 3 | 0 | 4 | 0 | 0 | 0 |
|  | PH | 963 PH 2511 | 4 | 0 | 15 | 4 | 0.008978676 | 14,401 |
|  | PH | 963 PH 2652 | 4 | 1 | 17 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 963 PH 3001 | 4 | 0 | 8 | 4 | 0.008978676 | 14,401 |
|  | PH | 963 PH 3119 | 4 | 2 | 9 | 7 | 0.015712682 | 25,201 |


|  | PH | 963 PH 3152 | 4 | 0 | 20 | 4 | 0.008978676 | 14,401 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PH | 963 PH 3172 | 4 | 1 | 14 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 963PH3360 | 4 | 1 | 9 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 963PH3800 | 4 | 0 | 10 | 4 | 0.008978676 | 14,401 |
|  | PH | 963 PH 3998 | 4 | 0 | 9 | 4 | 0.008978676 | 14,401 |
| SY | PH | 963 PH 4001 / 963PH2001 | 1 | 0 | 34 | 1 | 0.002244669 | 3,600 |
|  | PH | 963 PH 4050 | 4 | 2 | 12 | 7 | 0.015712682 | 25,201 |
|  | PH | 963 PH 4253 | 4 | 2 | 4 | 0 | 0 | 0 |
|  | PH | 963 PH4283 | 4 | 0 | 6 | 4 | 0.008978676 | 14,401 |
|  | PH | 963PH4455 | 4 | 0 | 16 | 4 | 0.008978676 | 14,401 |
|  | PH | 963PH4856 | 4 | 0 | 4 | 0 | 0 | 0 |
|  | PH | 963 PH 4858 | 3 | 0 | 5 | 3 | 0.006734007 | 10,801 |
|  | PH | 963PH4911 | 3 | 2 | 14 | 6 | 0.013468013 | 21,601 |
|  | PH | 963 PH 4984 | 4 | 0 | 10 | 4 | 0.008978676 | 14.401 |
|  | PH | 963 PH49982 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 963 PH 49983 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 963PH49987 | 2 | 0 | 5 | 2 | 0.004489338 | 7,200 |
|  | PH | 963 PH 49988 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 963 PH 49989 | 3 | 0 | 3 | 0 | 0 | 0 |
| TT | PHPH | 963 E2012 | 2 | 3 | 14 | 6.5 | 0.014590348 | 23,401 |
|  | PH | 963SE2014 | 2 | 3 | 15 | 6.5 | 0.014590348 | 23,401 |
|  | CC | 963SE2020 | 1 | 0 | 10 | 1 | 0.002244669 ; | 3,600 |
|  | SP | 963 SE4021 | 4 | 0 | 13 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PHR110 | 5 | 3. | 20 | 9.5 | 0.021324355 | 34,202 |
|  | PH | 964PH1001 | 4 | 2 | 6 | 7 | 0.015712682 | 25,201 |
|  | PH | 964 PH 1002 | 4 | 2 | 6 | 7 | 0.015712682 | 25,201 |
|  | PH | 964PH1121 | 4 | 2 | 43 | 7 | 0.015712682 | 25,201 |
|  | PH | 964PH1322 | 5 | 0 | 11 | 5 | 0.011223345 | 18,001 |
|  | PH | 964PH2001 | 1 | 0 | 16 | 1 | 0.002244669 | 3,600 |
|  | PH | 964PH2151 | 4 | 1 | 14 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 964PH2401 | 3 | 0 | 6 | 3 | 0.006734007 | 10,801 |
|  | PH | 964PH2514 | 4 | 0 | 20 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PH2911 | 3 | 2 | 14 | 6 | 0.013468013 | 21,601 |
|  | PH | 964PH3171 | 4 | 0 | 10 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PH3292 | 4 | 1 | 25 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 964PH3352 | 4 | 0 | 17 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PH3400 | 4 | 2 | 7 | 7 | 0.015712682 | 25,201 |
|  | PH | 964PH3451 | 4 | 2 | 8 | 7 | 0.015712682 | 25,201 |
|  | PH | 964PH3479 | 4 | 0 | 9 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PH3653 | 4 | 1 | 16 | 5.5 | 0.012345679 | 19,801 |
|  | PH | 964PH3991 | 4 | 0 | 17 | 4 | 0.008978676 | 14,401 |
|  | PH | 964 PH 3998 | 4 | 0 | 13 | 4 | 0.008978676 | 14,401 |
|  | PH | 964PH39981 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 39982 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 39983 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964PH39984 | 2 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 39985 | 6 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 4254 | 4 | 0 | 4 | 0 | 0 | 0 |
|  | PH | 964PH4991 | 3 | 0 | 16 | 3 | 0.006734007 | 10,801 |
|  | PH | 964PH49981 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH49982 | 3 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 49983 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964 PH 49984 | 3 | 2 | 1 | 0 | 0 | 0 |
|  | PH | 964PH49985 | 2 | 0 | 2 | 0 | 0 | 0 |
|  | PH | 964PH49987 | 4 | 0 | 1 | 0 | 0 | 0 |
|  | PH | 964PH49988 | 4 | 0 | 2 | 0 | 0 | 0 |
|  | PH | 964 SE2013 | 3 | 3 | 14 | 7.5 | 0.016835017 | 27,001 |
|  | PH | 964SE3015 | 2 | 3 | 16 | 6.5 | 0.014590348 | 23,401 |
|  |  | TOTALS | 436 | 87 | 1228 | 445.5 | 1 | 1,603,881 |


| UW |  | OR | 9640 W49991 | 1 | 2 | 5 | 4 | 0.032388664 | 36,376 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SP |  | EC | 961S53035 | 3 | 2 | 4 | 0 | 0 | 0 |
|  |  | SP | 961SS4000 | 0 | 1 | 69 | 1.5 | 0.012145749 | 13,641 |
|  |  | SP | 962552001 | 4 | 0 | 16 | 4 | 0.032388664 | 36,376 |
|  | $\pi$ | SPISP | 962553001 | 3 | 2 | 9 | 6 | 0.048582996 | 54,565 |
|  |  | MR | 962SS3525 | 3 | 2 | 40 | 6 | 0.048582998 | 54,565 |
|  |  | SP | 9625539001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 962SS39002 | 1 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 962SS4000 | 0 | 1 | 47 | 1.5 | 0.012145749 | 13,641 |
|  |  | SM | 962554001 | 4 | 2 | 21 | 7 | 0.056680162 | 63,659 |
|  |  | SP | 9625549001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | EC | 963S53035 | 3 | 2 | 4 | 0 | 0 | 0 |
|  |  | SP | 9635539001 | 2 | 0 | 2 | 0 | 0 | 0 |
|  |  | SP | 9635539002 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 9635539003 | 1 | 0 | 3 | 0 | 0 | 0 |
|  |  | SP | 9635 44000 | 0 | 1 | 73 | 1.5 | 0.012145749 | 13,641 |
|  | SY | 3M/SPISA | 1963554002 | 4 | 0 | 23 | 4 | 0.032388664 | 36,376 |
|  |  | SM | 9635549001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 9635S49002 | 3 | 0 | 2 | 0 | 0 | 0 |
|  | $\pi$ | ECISP | 964S53001 | 3 | 2 | 17 | 6 | 0.048582996 | 54,565 |
|  |  | SM | 964S53041 | 4 | 2 | 13 | 7 | 0.056680162 | 63,659 |
|  |  | OC | 964SS3525 | 3 | 2 | 15 | 6 | 0.048582996 | 54,565 |
|  |  | SP | 964S539001 | 4 | 1 | 1 | 0 | 0 | 0 |
|  |  | SP | 964SS39002 | 4 | 1 | 1 | 0 | 0 | 0 |
|  |  | SP | 964SS39003 | 1 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 964SS4000 | 0 | 1 | 81 | 1.5 | 0.012145749 | 13,641 |
|  |  | AA | 9645549001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | PH | 964SS49002 | 3 | 2 | 6 | 6 | 0.048582996 | 54,565 |
|  |  | OR | 9645549003 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | SP | 9645549004 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | OR | 9645S49005 | 4 | 0 | 1 | 0 | 0 | 0 |
| EW |  | EC | 961EW4990 | 1 | 0 | 13 | 1 | 0.008097166 | 9,094 |
| w |  | EW | 9621W2000 | 3 | 2 | 20 | 6 | 0.048582996 | 54,565 |
|  |  | EC | 9641W4990 | 1 | 0 | 22 | 1 | 0.008097166 | 9,094 |
| cc | IT | CCJCC | 961CC3000 | 4 | 0 | 9 | 4 | 0.032388664 | 36,376 |
|  |  | cc | 961 CC3030 | 3 | 2 | 23 | 6 | 0.048582996 | 54,565 |
|  |  | SM | 961 CC39001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | EC | 961 CC4750 | 3 | 1 | 22 | 4.5 | 0.036437247 | 40,924 |
|  |  | CC | 952 C 3040 | 3 | 3 | 9 | 7.5 | 0.060728745 | 68,206 |
|  |  | OR | $952 \mathrm{CC3101}$ | 4 | 0 | 9 | 4 | 0.032388664 | 36,376 |
|  |  | OR | $962 \mathrm{CC4103}$ | 2 | 4 | 21 | 8 | 0.064777328 | 72,753 |
|  |  | CC | $952 \mathrm{CC49001}$ | 3 | 0 | 1 | 0 | 0 | 0 |
|  |  | CC | $963 C$ C3900 | 4 | 0 | 21 | 4 | 0.032388664 | 36,376 |
|  |  | MA | 963 C 39001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | EC | $963 C$ C4750 | 3 | 1 | 8 | 4.5 | 0.036437247 | 40,924 |
|  |  | CC | 963CC49001 | 4 | 0 | 1 | 0 | 0 | 0 |
|  |  | cc | $963 C C 4913$ | 4 | 0 | 21 | 4 | 0.032388664 | 36,376 |
|  |  | W | 964 CC 39001 | 2 | 0 | 2 | 0 | 0 | 0 |
|  |  | CC | $964 \mathrm{CC4101}$ | 4 | 2 | 9 | 7 | 0.056680162 | 63,659 |
|  |  |  | totals | 142 | 41 | 675 | 123.5 | 1 | 1,123,123 |


| $\bar{x}$ | $x \times$ | $961 / 11500$ | 4 | 0 | 17 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $x \times$ | 961 T1600 | 4 | 2 | 16 | 7 |
|  | XX | 962IT1500 | 4 | 0 | 17 | 4 |
|  | $x \times$ | 962171600 | 4 | 2 | 31 | 7 |
|  | $x \times$ | 963\%1500 | 4 | 0 | 25 | 4 |
|  | Xx | 963/1600 | 4 | 2 | 18 | 7 |
|  | Xx | $964{ }^{\text {9 }} 1500$ | 4 | 0 | 18 | 4 |
|  | DX | 964171600 | 4 | 2 | 26 | 7 |



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APPENDIX B. MARGINAL COST PER STUDENT MODEL

## MARGINAL COST PER STUDENT MODEL INPUT PAGE

Welcome to the Marginal Cost per Student INPUT Page. This model has been developed to analyze a single curriculum, but the methodology can be applied to any other curriculum. The data was extracted from the COST PER CURRICULUM MODEL by using a logic command to determine whether or not a course was taken by any students in the particular curriculum.

The model was developed using data from the 837 - FINANCIAL MANAGEMENT Curriculum ONLY. Assumptions are further explained in the text of the thesis.
INPUT the MAXIMUM Class size for the following course levels:


The maximum class size has been automatically constrained to 30 students, unless you INPUT less. This assumption is further explained in the text of the thesis.

INPUT the desired INCREASE in the number of students enrolled in the 837 Curriculum:
Aumber of Adotional Students


For each Department, INPUT HOW the Instruction should be provided for a NEW section:


## AVAILABLE OPTIONS: <br> Hire a NEW Professor <br> DIVERT a Professor from Research CONTRACT an Outside Instructor

Please see the OPTIONS Worksheet for a complete discussion of the available options.
Check this block to INCLUDE FRINGE BENEFITS in the cost calcualtion of diverting a professor from Research.

A percentage of the DIRECT TEACHING salary (with or without fringe benefits) is assumed to be the cost of diverting a professor from research. INPUT the desired percentage. The model assumes $1 / 8$ or 0.125 , as explained in the text of the thesis.

## MARGINAL COST OUTPUT

Based on the INPUT you entered above, the model has calculated the TOTAL MARGINAL COST of providing education to the number of additional students in the FINANCIAL MANAGEMENT Curriculum. The total cost is divided by the number of additional students (INPUT) resulting in a MARGINAL COST PER STUDENT.



Keep in mind that these costs do not include the allocation of OPTARTTravel costs....that is included in the equation.

| The Costs |  | NS | SM | MA | OR |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hire a new Professor Divert a Professor from Research Contract an Outside Instructor | 2 | 2 | 2 | 2 |
|  |  | 86,816 | 100,740 | 99,480 | 108,995 |
|  |  | 10,703 | 12,825 | 12,647 | 13,520 |
|  |  | 7,500 | 7,500 | 7,500 | 7,500 |
|  |  | 10,703 | 12,825 | 12,647 | 13,520 |


|  |  | Maximum | Level | Maximum |  | 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 11 | 1000 | 30 |  |  |
|  |  | 11 | 2000 | 30 | 1 | 1 |
|  |  | 11 | 3000 | 30 | 2 | 2 |
|  |  | 11 | 4000 | 30 | 3 | 3 |
|  |  |  |  |  | 4 | 4 |
|  |  |  |  |  | 5 | 5 |
|  |  |  |  |  | 6 | 6 |
| 20 | $1 / 2$ |  | Number | 10 | 7 | 7 |
| 21 | $1 / 3$ |  |  |  | 8 | 8 |
| 22 | 1/4 |  |  |  | 9 | 9 |
| 23 | $1 / 5$ |  |  |  | 10 | 10 |
| 24 | 1/6 |  |  |  | 11 | 11 |
| 25 | $1 / 7$ |  |  |  | 12 | 12 |
| 26 | 1/8 |  |  |  | 13 | 13 |
| 27 | 1/9 |  |  |  | 14 | 14 |
| 28 | 1/10 |  |  |  | 15 | 15 |
| 29 | 1/11 |  |  |  | 16 | 16 |
| 30 | 1/12 |  |  |  | 17 | $\begin{array}{r}\square \\ \hline 17\end{array}$ |
|  | 1/13 |  |  |  | 18 | 18 |
|  | 1/14 |  |  |  | 19 | 19 |
|  | 1/15 |  |  |  | 20 | 20 |
|  | 1/16 |  |  |  | 21 | 25 |
|  |  |  |  |  | 22 | 30 |
|  |  |  |  |  | 23 | 35 |
|  |  |  |  |  | 24 | 40 |
|  |  |  |  |  | 25 | . 45 |
|  |  |  |  |  | 26 | 50 |

Note 1



ELECTIVE COURSES THAT WERE TAKEN TO SATISFY THE FM CURRICULUM MATRIX

| Course Dept | $\begin{gathered} \text { Yr-Qtr } \\ \text { Course-Seg } \end{gathered}$ | Prof Dept | Lec <br> Hrs | $\begin{aligned} & \text { Lab } \\ & \text { Hrs } \end{aligned}$ | Class Size | $\begin{array}{r} \text { FM } \\ \underline{837} \\ \hline \end{array}$ | Type | Max | $\begin{aligned} & \text { Exc } \\ & \text { Cap } \end{aligned}$ | Logic |  |  |  | DO WE REALLY NEED IT? | COST |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SM | 964MN2111 | SM | 0 | 2 | 42 | 2 | SPEC/E | 30 | -12 | 1 | 0 | -12 | 1 |  | \$0 |
|  | 963MN3221 | SM | 2 | 0 | 18 | 1 | E/MC | 30 | 12 | 1 | 0 | 12 |  |  |  |
|  | 964MN3221 | SM | 2 | 1 | 32 | 5 | E/MC | 30 | -2 | 1 | 0 | -2 | 1 |  | \$0 |
|  | 961 MN 3222 | SM | 3 | 2 | 27 | 1 | E/MC | 30 | 3 | 1 | 0 | 3 | 1 |  |  |
|  | 962MN32221 | SM | 3 | 2 | 17 | 2 | E | 30 | 13 | 1 | 0 | 13 |  |  | \$0 |
|  | 962MN3372 | SM | 4 | 0 | 27 | 1 | SPEC/E | 30 | 3 | 1 | 0 | 3 | 1 |  | \$0 |
|  | 964MN33742 | SM | 4 | 0 | 14 | 1 | SPEC/E | 30 | 16 | 1 | 0 | 16 |  |  | \$0 |
|  | 961MN3805 | SM | 2 | 0 | 19 | 11 | TQL | 30 | 11 | 1 | 0 | 11 |  |  |  |
|  | 963MN3805 | SM | 2 | 0 | 16 | 13 | TQL | 30 | 14 | 1 | 0 | 14 |  |  | \$0 |
|  | 962MN41251 | SM | 4 | 0 | 26 | 1 | SPEC/E | 30 | 4 | 1 | 0 | 4 | 1 |  | \$0 |
|  | 961MN41451 | SM | 4 | 0 | 21 | 1 | SPEC/E | 30 | 9 | 1 | 0 | 9 | 1 |  | \$0 |
|  | $962 \mathrm{MN4157}$ | SM | 0 | 2 | 16 | 14 | CMA | 30 | 14 | 1 | 0 | 14 |  |  |  |
|  | 964MN4157 | SM | 0 | 2 | 18 | 17 | CMA | 30 | 12 | 1 | 0 | 12 |  |  | \$0 |
|  | $963 \mathrm{MN4158}$ | SM | 0 | 2 | 12 | 11 | CMA | 30 | 18 | 1 | 0 | 18 |  |  | \$0 |
|  | $963 \mathrm{MN43102}$ | SM | 4 | 0 | 26 | 1 | SPEC/E | 30 | 4 | 1 | 0 | 4 | 1 |  | \$0 |
|  | 964MN4470 | SM | 4 | 0 | 17 | 1 | SPEC/E | 30 | 13 | 1 | 0 | 13 |  |  | \$0 |
|  | 961MN4650 | SM | 4 | 0 | 2 | 2 | SPEC/E | 30 | 28 | 1 | 0 | 28 |  |  |  |
|  | 962MN4650 | SM | 4 | 0 | 4 | 1 | SPEC/E | 30 | 26 | 1 | 0 | 26 |  |  | \$0 |
|  | 962MN49001 | SM | 4 | 0 | 1 | 1 | SPEC/E | 30 | 29 | 1 | 0 | 29 |  |  | \$0 |
|  | 963MN49001 | SM | 2 | 0 | 1 | 1 | SPEC/E | 30 | 29 | 1 | 0 | 29 |  |  | \$0 |
|  | 962MN49003 | SM | 4 | , 0 | 1 | 1 | SPEC/E | 30 | 29 | 1 | 0 | 29 |  |  | \$0 |
|  | 963MN49004 | SM | 2 | 0 | 1 | 1 | SPEC/E | 30 | 29 | 1 | 0 | 29 |  |  | \$0 |
|  | 962MN49701 | SM | 1 | 0 | 1 | 1 | SPEC/E | 30 | 29 | 1 | 0 | 29 |  |  | \$0 |

## APPENDIX C. AVERAGE ON BOARD REPORT

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## FY96 NPS AOB Report Summary

|  | FYos | FY96 AVG |
| :---: | :---: | :---: |
| Code Curriculum | Fros | N/MC |
| Codo Curriculum | AVG | ONLY |
| 30 Operations Analysis |  |  |
| 360 Operations Analysis | 114 | 82 |
| 361 Operations Logisties | 28 | 27 |
| 380 Advanced Science (Applied Math) | 15 | 7 |
| Operational Analysis Subtotal | 156 | 95 |
| 31 Atronautical Engineoring |  |  |
| 610 Aeronautieal Engineering | 34 | 26 |
| 611 Aeronautical Engineering with Avionics | 23 | 22 |
| 612 NPS/TPS | 18 | 14 |
| Aeronautical Engineering Subtotal | 73 | 62 |
| 32 Electronics and Computer Programs |  |  |
| 368 Computer Seience | 88 | 40 |
| 590 Electronie Systems | 111 | 51 |
| Electronics and Computer Programs Subtotal | 199 | 92 |
| 33 Comber Systems Scionces and Technotogy <br> 533 Combat Seiences <br> 90 |  |  |
| Combat Systems Selences and Technology Sublotal | 90 | 58 |
| 34 Nava/Mechanical Engineering |  |  |
| Nava/Mechanical Engineering Sublotal | 74 | 53 |
| 35 Moteorology and Oceanograpty Programs |  |  |
| 372 Meleorology | 3 | 1 |
| 373 Meteorology and Oceanography | 46 | 44 |
| 374 Operational Oceanography | 14 | 10 |
| 440 Oceanography | 8 | 2 |
| Meteorology and Oceanography Programs Subtotal | 70 | 58 |
| 38 Systems Management |  |  |
| 370 Information Technology Managernenk | 162 | 115 |
| 813 Transportation Logistics Management | 7 | 7 |
| 814 Transportation Management | 12 | 12 |
| 815 Acquisition and Contract Managemerx | 34 | 25 |
| 818 Systems Acquisition Managemert | 38 | 0 |
| 817 Allied. DOD, USA USMC, and USCG | 10 | 0 |
| 818 Defense Systems Management |  | 0 |
| 819 Systems Inventory Managemerx | 7 | 7 |
| 820 Resource Plarning and Management (iNTL) | 11 | 0 |
| 827 Material Logisties Support Management | 38 | 30 |
| 837 Financial Management | 59 | 48 |
| 847 Manpower/Personnel Training Analysis | 59 | 41 |
| Systems Management Sublotal | 444 | 284 |
| 37 Undorsea, Space and Information Warlare |  |  |
| 364 Space Systems Operations International | 3 | 0 |
| 366 Space Systems Operations | 37 | 31 |
| 525 Undersea Wartare | 22 | 22 |
| 526 Undersea Wartare International | 5 | 0 |
| 591 Space Systems Engineering | 49 | 47 |
| 595 Information Warfare | 21 | 18 |
| 596 information Warfare IIxernational | 14 | 0 |
| Undersea. Space and Information Warfare Subtotal | 149 | 118 |
| 38 National Security and intelligence |  |  |
| 681 Midole East, Africa, South Asia | 17 | 8 |
| 682 Far East, Southeast Asia Pacific | 16 | 5 |
| 683 Westem Hemishere | 13 | 5 |
| 684 Russia, Europe, Central Asia | 20 | 9 |
| 688 Strategic Plarning | 18 | 15 |
| 689 CiviHMiltary Relations | 7 | 0 |
| 699 Special Operations/Low Intensity Confict | 32 | 10 |
| 824 Inteligence (Regional Studies) | 13 | 13 |
| 825 Indelligence (OPINTEL) | 7 | 7 |
| National Security and Inteligence Subtotal | 141 | 72 |
| 39 Joint CAl Systems |  |  |
| 365 Command, Controt and Communications | 27 | 14 |
| 823 Inteligence | 7 | 7 |
| Joint C4I Systems Subtotal | 33 | 21 |
| TOTAL | 1,429 | 910 |


| ¢9 | $\varepsilon$ | $\varepsilon \varsigma$ | 6 | 22 | $\checkmark$ | 95 | 21 | 21 | $\checkmark$ | 85 | OL | 12 | S | 85 | 8 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9 | $\downarrow$ | $\tau$ | $\varepsilon$ | 6 | 2 | 2 | $\underline{5}$ | 6 | 2 | 2 | S | 8 | 2 | 2 | $\checkmark$ | Ryder6oureso obt |
| て1 | 0 | 8 | $\checkmark$ | －1 | 0 | 6 | s | Sl | 0 | 14 | $\checkmark$ | El | 0 | Ol | $\varepsilon$ |  |
| － | 0 | $2 \square$ | 2 | 96 | 0 | $\square$ | 2 | St | 0 | $\square$ | $\downarrow$ | $\angle 口$ | 1 | Sb | $\downarrow$ |  |
| $\varepsilon$ | 乙 | $\downarrow$ | 0 | $\varepsilon$ | 乙 | 1 | 0 | $\varepsilon$ | 2 | 1 | 0 | $\varepsilon$ | 2 | 1 | 0 | K6이이리W ZLE <br>  |
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| 69 | 21 | 87 | 6 | 19 | 21 | Sb | 01 | $\varepsilon L$ | 11 | ZS | 01 | 88 | 01 | 99 | 21 |  |
| 『8 | 8 | ¢s | して | 06 | 8 | LS | sz | 88 | 8 | SS | sz | 26 | 9 | ャ9 | 12 |  |
| ¢8 | 8 | SS | 12 | 06 | 8 | LS | sz | 88 | 8 | SS | sz | 16 | 9 | b9 | 12 |  |
| 102 | 8S | £6 | OS | －81 | 95 | ャ8 | bt | 102 | LS | 96 | 81 | 602 | 19 | £6 | SS |  |
| －11 | 82 | LS | 62 | tol | 92 | $8{ }^{8}$ | OE | 801 | $\angle 2$ | OS | Lع | LU | $1 \varepsilon$ | OS | $9 \varepsilon$ |  |
| $\angle 8$ | OE | $9 \varepsilon$ | して | 08 | O\＆ | $9 \varepsilon$ | ロ | E6 | O\＆ | 9 | $\angle 1$ | 26 | $\bigcirc \varepsilon$ | $\varepsilon \downarrow$ | 61 |  <br>  |


| 36 Systems Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 370 Information Technology Management | 8 | 114 | 37 | 159 | 8 | 125 | 39 | 172 | 5 | 108 | 37 | 150 | 5 | 114 | 47 | 166 |
| 813 Transportation Logistics Management | 0 | 8 | 0 | 8 | 0 | 8 | 0 | 8 | 0 | 5 | 0 | 5 | 0 | 8 | 0 | 8 |
| 814 Transportation Management | 0 | 12 | 1 | 13 | 0 | 12 | 1 | 13 | 0 | 6 | 0 | 6 | 0 | 16 | 1 | 17 |
| 815 Acquisition and Contract Management | 0 | 25 | 12 | 37 | 0 | 22 | 8 | 30 | 0 | 22 | 7 | 29 | 1 | 29 | 10 | 40 |
| 816 Systems Acquisition Management | 1 | 0 | 51 | 52 | 1 | 0 | 37 | 38 | 1 | 0 | 34 | 35 | 1 | 0 | 27 | 28 |
| 817 Allied, DOD, USA, USMC, and USCG | 11 | 0 | 9 | 20 | 2 | 0 | 5 | 7 | 1 | 0 | 5 | 6 | 0 | 0 | 7 | 7 |
| 818 Defense Systems Management | 6 | 0 | 0 | 6 | 9 | 0 | 0 | 9 | 9 | 0 | 0 | 9 | 8 | 0 | 0 | 8 |
| 819 Systems Inventory Management | 0 | 9 | 0 | 9 | 0 | 5 | 0 | 5 | 0 | 5 | 0 | 5 | 0 | 10 | 0 | 10 |
| 820 Resource Planning and Management (INTL) | 7 | 0 | 0 | 7 | 14 | 0 | 0 | 14 | 14 | 0 | 0 | 14 | 7 | 0 | 0 | 7 |
| 827 Material Logistics Support Management | 0 | 32 | 8 | 40 | 0 | 31 | 6 | 37 | 0 | 30 | 6 | 36 | 0 | 27 | 12 | 39 |
| 837 Financial Management | 0 | 52 | 11 | 63 | 1 | 44 | 7 | 52 | 1 | 42 | 7 | 50 | 1 | 52 | 16 | 69 |
| 847 Manpower/Personnel Training Analysis | 9 | 39 | 13 | 61 | 8 | 39 | 12 | 59 | 5 | 27 | 7 | 39 | 6 | 58 | 11 | 75 |
| Systems Management Subtotal | 42 | 291 | 142 | 475 | 43 | 286 | 115 | 444 | 36 | 245 | 103 | 384 | 29 | 314 | 131 | 474 |
| 37 Undersea, Space and Information Warfare |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 364 Space Systems Operations International | 3 | 0 | 0 | 3 | 3 | 0 | 0 | 3 | 3 | 0 | 0 | 3 | 2 | 0 | 0 | 2 |
| 366 Space Systems Operations | 0 | 29 | 6 | 35 | 0 | 29 | 6 | 35 | 0 | 29 | 6 | 35 | 0 | 37 | 7 | 44 |
| 525 Undersea Warfare | 0 | 19 | 0 | 19 | 0 | 21 | 0 | 21 | 0 | 22 | 0 | 22 | 0 | 24 | 0 | 24 |
| 526 Undersea Wariare International | 3 | 0 | 0 | 3 | 5 | 0 | 0 | 5 | 5 | 0 | 0 | 5 | 6 | 0 | 0 | 6 |
| 591 Space Systems Engineering | 0 | 60 | 1 | 61 | 0 | 43 | 1 | 44 | 0 | 46 | 1 | 47 | 0 | 40 | 2 | 42 |
| 595 Information Warfare | 0 | 15 | 3 | 18 | 0 | 16 | 3 | 19 | 0 | 16 | 3 | 19 | 0 | 25 | 3 | 28 |
| 596 Information Warfare International | 13 | 0 | 0 | 13 | 12 | 0 | 0 | 12 | 13 | 0 | 0 | 13 | 16 | 0 | 0 | 16 |
| Undersea, Space and Information Warfare Subtotal | 19 | 123 | 10 | 152 | 20 | 109 | 10 | 139 | 21 | 113 | 10 | 144 | 24 | 126 | 12 | 162 |
| 38 National Security and Intelligence |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 681 Middle East, Africa, South Asia | 0 | 7 | 9 | 16 | 0 | 10 | 7 | 17 | 0 | 9 | 6 | 15 | 0 | 7 | 11 | 18 |
| 682 Far East, Southeast Asia Pacific | 1 | 8 | 8 | 17 | 1 | 3 | 11 | 15 | 1 | 3 | 11 | 15 | 2 | 6 | 9 | 17 |
| 683 Western Hemishere | 0 | 6 | 7 | 13 | 0 | 4 | 8 | 12 | 0 | 4 | 6 | 10 | 0 | 7 | 8 | 15 |
| 684 Russia, Europe, Central Asia | 3 | 11 | 6 | 20 | 5 | 9 | 6 | 20 | 5 | 7 | 6 | 18 | 5 | 8 | 7 | 20 |
| 688 Strategic Planning | 2 | 18 |  | 21 | 3 | 15 | 0 | 18 | 3 | 15 | 0 | 18 |  | 13 | 0 | 14 |
| 689 Civil-Military Relations | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 9 | 9 | 0 | 0 | 9 | 9 | 0 | 0 | 9 |
| 699 Special Operations/Low Intensity Conflict | 0 | 14 | 30 | 44 | 0 | 6 | 17 | 23 | 0 | 6 | 16 | 22 | 0 | 13 | 26 | 39 |
| 824 Intelligence (Regional Studies) | 0 | 14 | 0 | 14 | 0 | 13 | 0 | 13 | 0 | 12 | 0 | 12 | 0 | 14 | 0 | 14 |
| 825 Intelligence (OPINTEL) | 0 | 9 | 0 | 9 | 0 | 5 | 0 | 5 | 0 | 6 | 0 | 6 | 0 | 6 | 0 | 6 |
| National Security and Intelligence Subtotal | 6 | 87 | 61 | 154 | 18 | 65 | 49 | 132 | 18 | 62 | 45 | 125 | 17 | 74 | 61 | 152 |
| 39 Joint C4I Systems |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 365 Command, Control and Communications | 0 | 16 | 14 | 30 | 0 | 16 | 14 | 30 | 0 | 16 | 14 | 30 | 0 | 8 | 8 | 16 |
| 823 Intelligence | 0 | 5 | 0 | 5 | 0 | 6 | 0 | 6 | 0 | 7 | 0 | 7 | 0 | 8 | 0 | 8 |
| Joint C4I Systems Subtotal | 0 | 21 | 14 | 35 | 0 | 22 | 14 | 36 | 0 | 23 | 14 | 37 | 0 | 16 | 8 | 24 |
| TOTAL | 191 | 953 | 361 | 1505 | 195 | 898 | 319 | 1/442 | 183 | 828 | 302 | 1.313: | 177 | 961 | 347 | 4,885 |

APPENDLX D. MODEL RUN DATA

## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be induded in the model and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Department. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Hour (WCH) as an allocation base. This results in a COST PER COURSE in each academic department.

The COST PER COURSE is then distributed to each of the students enrolled in the course by curricutum. These costs are summed for each curricukm, resulting in a TOTAL CURRICULUM COST.

The TOTAL CURRICULUM COST is then divided by the average number of students in that particular curriculum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each arriculum.

## Please check all costs that you would like to include in the model:

## Gerifan Fsouty Direct Teaching (DI) Salory

Dina ude Cutian Fazily fringe Benefic (21\%)
$\square$ Miritary Foculty Salary (DOES NOT DNQUDE RESEARCH)
$\square$ Miscion Staff Drect (DR) Solary
$\square$ vraude Mission Staff Fringe Benefis (23\%)
$\square$ Acadenic Department OPTAR and TRAVE
$\square$ MDIRECT COSTS (see MiDIRECT page for desolption)
$\square$ OTHER COSTS (to be added to the model)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is:

## WEIGHTED COST HOURS = A X LECTURE HOURS + B X LAB HOURS

where $A$ and $B$ are INPUTS to the model, as follows:
$A=1 \quad \nabla$ (LECTURE HOURS COEFFICIENT)
$B=1.5 \nabla$ (LAB HOURS COEFFICIENT)

## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That indudes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to include ALL the courses taught by a particular department when allocating the department's costs. The general rule is that a Department does not get credif (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to $\square$
Double check your input selections and then click on the CALCULATE button to run the model.

COST PER CURRICULUM MODEL OUTPUT PAGE

| Code | Curriculum | Total Cost | $\begin{aligned} & \text { FY96 } \\ & \text { AOB } \end{aligned}$ | Cost per Student |
| :---: | :---: | :---: | :---: | :---: |
| 30 Operations Analysis |  |  |  |  |
|  | 360 Operations Analysis | \$1.101,278 | 114 | 59,660 |
|  | 361 Operations Logistics | \$247,354 | 28 | \$8,834 |
| 380 Advanced Science (Applied Math) |  | \$177.527 | 15 | \$11,835 |
|  |  |  | 157 |  |
| 31 Aeronautical Engineering |  |  |  |  |
|  | 610 Aeromautical Engineering | \$552,530 | 34 | \$16,251 |
|  | 611 Aeronautical Engineering with Aviorics | \$350,943 | 23 | \$15,258 |
|  | 612 NPSTTPS | \$329,780 | 16 | \$20,611 |
|  |  |  | 73 |  |
| 32 Eectronics and Computer Programs |  |  |  |  |
|  | 368 Computer Science | \$960,766 | 88 | \$10,918 |
| 590 Electronic Systerms |  | \$1,344,479 | 111 | \$12,112 |
|  |  |  | 199 |  |
| 33 Combat Systems Sclences and Technology |  |  |  |  |
| 533 Combat Sciencer |  | \$1,532,254 | 90 | \$17,025 |
|  |  |  | 90 |  |
| 34 NavaiMechanical Engineering |  |  |  |  |
| 570 NavalMechanical Engineering |  | \$1,263,767 | 74 | \$17,078 |
|  |  |  | 74 |  |
| 35 Meteorology and Oceanography Programs |  |  |  |  |
|  | 372 Meteorology | \$72,959 | 3 | \$24.320 |
|  | 373 Neteorology and Oceanogrepty | 5992,593 | 46 | \$21,578 |
|  | 374 Operational Oceanography | \$277,303 | 14 | \$19,807 |
| 440 Ocrenograptry |  | \$131.664 | 8 | \$16,458 |
|  |  |  | 71 |  |
| 36 Systems Managernent |  |  |  |  |
|  | 370 Information Tectunology Manmegement | \$1,546,931 | 162 | \$9,549 |
|  | 813 Transportation Logistics Management | \$74,784 | 7 | \$10,683 |
|  | 814 Transportation Management | \$98,018 | 12 | \$8,168 |
|  | 815 Acquisition and Contract Management | \$321.417 | 34 | \$9,453 |
|  | 816 Systerns Acquistion Menagement | \$375,743 | 38 | \$9,888 |
|  | 817 Alimed. DOD. USA, USMC, and USCG | \$57.102 | 10 | \$5.710 |
|  | 818 Doferse Systerns Management | \$69.613 | 8 | \$8.702 |
|  | 819 Systerns Inventory Management | \$65,179 | 7 | \$9,311 |
|  | 820 Rosource Ptanring and Manragemend (NTL) | \$99,744 | 11 | \$9,068 |
|  | 827 Material Logistics Support Management | \$309.936 | 38 | \$8,156 |
|  | 837 Financial Manegement | \$524,550 | 59 | \$8,891 |
|  | 847 ManpowerfPersonnel Training Aralycis | \$499,976 | 59 | \$8,474 |
|  |  |  | 445 |  |
| 37 Undersea, Space and Information Warfare |  |  |  |  |
|  | 364 Space Systems Operations International | \$26.817 | 3 | \$8,939 |
|  | 366 Space Systems Operations | \$531,572 | 37 | \$14,367 |
|  | 525 Undersea Warlare | \$451,712 | 22 | \$20,532 |
|  | 526 Undersea Warfare International | \$75.594 | 5 | \$15.119 |
|  | 591 Space Systerms Engineering | \$739.502 | 49 | \$15,092 |
|  | 595 Information Warfare | \$271,692 | 21 | \$12,938 |
|  | 596 Information Warfare Infernational | \$181.144 | 14 | \$12,939 |
|  |  |  | 151 |  |
| 38 Mational Securty and Intelligence |  |  |  |  |
|  | 681 Middle East, Africa, South Asia, | \$161,766 | 17 | \$9,516 |
|  | 682 Far East. Southeast Asia Pacilic | \$133,018 | 16 | \$8,314 |
|  | 683 Westem Hermishere | \$126,471 | 13 | \$9,729 |
|  | 684 Russia, Europe, Central Asia | \$197,577 | 20 | \$9,879 |
|  | 688 Strategic Planning | \$217.455 | 18 | \$12.081 |
|  | 689 Civi-MElitary Relations | \$65,875 | 7 | \$9,411 |
|  | 699 Special Operations/ow Intensity Corrlict | \$239,150 | 32 | \$7.473 |
|  | 824 intelligence (Regional Studies) | \$105.517 | 13 | \$8,117 |
|  | 825 Imtelligence (OPNTEL) | \$55,760 | 7 | \$7,966 |
|  |  |  | 143 |  |
| 39 Joint | CAI Systems |  |  |  |
|  | 365 Command, Control and Communications | \$454,803 | 27 | \$16,845 |
|  | 823 Intelligence | \$113,950 | 7 | \$16,279 |
|  |  |  | 34 |  |
|  | TOTAL | \$17,527,565 | 1,437 | \$12,197 |
|  |  |  | Total \# | per course |
| OTHER | 555 Non-DOD students under MOU with UCSC. | \$2,414 | 2 | \$1,207 |
|  | 777 Distance Learning students | \$59,634 | 79 | \$755 |
|  | 888 Continuing Education Courses | \$0 | 2 | \$0 |
|  | 999 NPS Stall Personnel taking courses | so | 254 | so |
|  | TOTAL | \$17,589,613 |  |  |
|  | TOTAL COSTS FROM THE INPUT PAGE | \$17,589,613 |  |  |

## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be inctuded in the model and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Department. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Hour (WCH) as an alliocation base. This results in a COST PER COURSE in each academic department.

The COST PER COURSE is then distributed to each of the students enrolled in the course by curriculum. These costs are summed for each curriculum, resulting in a TOTAL CURRICULUM COST.

The TOTAL CURRICULUM COST is then cfivided by the average number of students in that particular curriculum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each cunriculum.

Please check all costs that you would like to include in the model:
$\square$ Critian Faculy Drect Tencting (DT) Salary
Q include Civitan Faculy fringe Benefis (21\%)
$\square$ mitary Faculy Salary (DOES NOT MOUUE RESEARCH)
$\square$ Mission Staff Diect (DIR) Salary
$\square$ INGLUDE Mission Staff Fringe Benefits ( $23 \%$ )
$\square$ Acadernk Department OPTAR and TRAVE.
$\square$ INDIRECT COSTS (see DEDIRECT page for description)
$\square$ OTHER COSTS (to be added to the madel )

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is :

## WEIGHTED COST HOURS $=\mathbf{A} \times$ LECTURE HOURS $+B \times$ LAB HOURS

where $A$ and $B$ are INPUTS to the model, as follows:

## $A=1 \quad \nabla$ (LECTURE HOURS COEFFICIENT) <br> $B=1.5 \nabla$ (LAB HOURS COEFFICIENT)

## Courses with less than a specified number of Students

This model includes ALL courses that were provided duning FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to include ALL the courses taught by a particular department when allocating the department's costs. The general rule is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to

COST PER CURRICULUM MODEL OUTPUT PAGE


## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be included in the model and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Department. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Hour (WCH) as an allocation base. This results in a COST PER COURSE in each academic department.

The COST PER COURSE is then distributed to each of the students enrolled in the course by curriculum. These costs are summed for each curriculum, resulting in a TOTAL CURRICULUM COST.

The TOTAL CURRICULUM COST is then divided by the average number of students in that particular curricuulum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each curriculum.

Please check all costs that you would like to include in the model:

> OCvitan Faculay Drect Teaching (DI) Salary

Qinclube Civian Fratity Fringe Benefis ( $21 \%$ )
$\square$ Micary Faculy Satbry (DOES NOT INQUDE RESEARCH)
$\square$ Mission Steff Dieat (ORP) Satary
$\square$ inauoe Miscion Scoff finge Benefios (23\%)Academic Department OPTAR and TRAVEL
$\square$ InDRECT COSTS (see INOIRECT page for descrition)
DOTHER COSTS (to be added to the moded)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is:

## WEIGHTED COST HOURS $=A \times$ LECTURE HOURS $+B \times$ LAB HOURS

where $A$ and $B$ are INPUTS to the model, as follows:

## $A=$ <br>  <br> (LECTURE HOURS COEFFICIENT) <br> $B=1.5$ (LAB HOURS COEFFICIENT)

## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to include ALL the courses taught by a particular department when allocating the department's costs. The general rule is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following input is used to erminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to on the CALCULATE buttion to run the model.

COST PER CURRICULUM MODEL OUTPUT PAGE


## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be included in the model and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Department. (See COST REF page)

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The TOTAL CURRICULUM COST is then divided by the average number of students in that particutar curriculum during FY96, based on Average On Board (AOB) reports, resuthing in the COST PER STUDENT in each curriculum.

## Please check all costs that you would like to include in the model:

OCmban Faculy Drect Testing (DT) Salary
$\square$ mavoe Cowian Fsaily Finge Bencitis (21\%)
Ol mitary facity Salary (DOES NOT DNQUDE RESEARCH)
$\square$ Mission Slaff Drect (DRR) Sabry
$\square$ inaude Mission Staff finge Benefis (23\%)
Qacdemik Department OPTAR and TRAVE
$\square$ PINRECT COSTS (see MDIRECT page for desciption)
$\square$ OTHER $\cos T \mathrm{~S}$ (to be added to the model)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two importart variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is:

## WEIGHTED COST HOURS $=A \times$ LECTURE HOURS $+B \times$ LAB HOURS

where $A$ and $B$ are INPUTS to the model, as follows:


## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to include ALL the courses taught by a particular department when allocating the department's costs. The general ruie is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to Double check your input selections and then click on the CALCULATE button to run the model.

## COST PER CURRICULUM MODEL OUTPUT PAGE



## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be induded in the modet and define other assumption. The cost drivers that you select are then summed up, resulting in a TOTAL COST for each Academic Department . (See COST REF page)

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The TOTAL CURRICULUM COST is then divided by the average number of students in that particular curriculum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each curriaulim.

## Please check all costs that you would like to include in the model:

回 civian Faciky Drect Tescting (DT) Salary
团 Incuude Curian Fsauky fringe Bencits (21\%)
$\square$ mikary Faculy Salery (DOES NOT INAUDE RESEARCH)
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Tinaude Mission Staff fringe Benefts (23\%)
Ticadenk Departmert OPTAR and TRAVEL
$\square$ INDRECT COSTS (see INDIRFCT page for destiption)
$\square$ OTHER COSTs (to be added to the model)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model.
The formuat is :

## WEGGHTED COST HOURS = A X LECTURE HOURS + B X LAB HOURS

Where A and B are INPUTS to the model, as follows:


## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to indude AlL the courses taught by a particular department when allocating the department's costs. The general rute is that a Departmeri does not get credit (lowards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credit for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to

COST PER CURRICULUM MODEL OUTPUT PAGE

|  | Curiculum | Toal Cost | $\begin{aligned} & \text { FY96 } \\ & \text { AOB } \\ & \hline \end{aligned}$ | Cost per student |
| :---: | :---: | :---: | :---: | :---: |
| 30 Operations Aralysis |  |  |  |  |
|  | 360 Operations Anaysis | \$1,516,937 | 114 | \$13,306 |
|  | 361 Operations Logistics | \$340,718 | 28 | \$12.169 |
|  | 380 Advanced Science (Applied Math) | \$214,712 | 15 | \$14,314 |
|  |  |  | 157 |  |
| 31 Aeronautical Engineering |  |  |  |  |
|  | 610 Aerorautical Engineering | \$902,952 | 34 | \$26,557 |
|  | 611 Aeronautical Engineering with Avionics | \$561.781 | 23 | \$24,425 |
|  | 612 NPSTPS | \$519.593 | 16 | 532,475 |
|  |  |  | 73 |  |
| 32 Eectronics and Computer Programs |  |  |  |  |
|  | 368 Computer Science | \$1,824,468 | 88 | \$20,733 |
|  | 590 Electronic Systems | \$2,092,536 | 111 | \$18,852 |
|  |  |  | 199 |  |
| 33 Combat Systems Sciences and Technology |  |  |  |  |
|  | 533 Combat Sciences | \$2,387,091 | 90 | \$26.523 |
|  |  |  | 90 |  |
| 34 NavalMechanical Engineering |  |  |  |  |
|  | 570 NavalMechanical Englneering | \$1,808,729 | 74 | \$25,794 |
|  |  |  | 74 |  |
| 35 meteorotogy and Oceanography Programs |  |  |  |  |
|  | 372 Meteorology | \$172300 | 3 | \$57.433 |
|  | 373 Meleorotogy and Oceanography | \$2,130,896 | 46 | \$46,324 |
|  | 374 Operational Ocoancgraphy | \$510,217 | 14 | \$36,444 |
|  | 440 Oceanograpty | \$238,091 | 8 | 529,761 |
|  |  |  | 71 |  |
| 36 Systems Management |  |  |  |  |
|  | 370 Information Tectrology Management | \$2380,601 | 162 | \$14,605 |
|  | 813 Transportation Logistics Management | \$107,925 | 7 | \$15,418 |
|  | 814 Trrasportation Manmgemem | \$139,672 | 12 | \$11,639 |
|  | 815 Acquisition and Contrat Management | \$460.574 | 34 | \$13,546 |
|  | 816 Systents Acquisition Menagement | \$542,77 | 38 | \$14284 |
|  | 817 Aliod, DOD, USA, USMC, and USCG | \$81.674 | 10 | \$8,167 |
|  | 818 Doferise Systerms Managerment | \$96,237 | 8 | \$12.030 |
|  | 819 Systerns Invertory Managememt | 599,126 | 7 | \$13,304 |
|  | 820 Resource Planning and Marngement (NTL) | \$139,100 | 11 | \$12,645 |
|  | 827 Material Logistics Suppor Management | \$413,647 | 38 | \$11,675 |
|  | 837 Firancial Managernem | \$748,906 | 59 | \$12,694 |
|  | 817 Manpower/Personnel Training Anatysis | \$716.718 | 59 | \$12,148 |
|  |  |  | 445 |  |
| 37 Undersea, Space and Information Warfare |  |  |  |  |
|  | 364 Space Systems Operations Interrational | \$13,110 | 3 | \$14,370 |
|  | 366 Space Systems Operations | \$875,001 | 37 | \$23,649 |
|  | 525 Undersea Wartare | 5696,033 | 22 | \$31,638 |
|  | 526 Undersea Warfare International | \$113,056 | 5 | 522,611 |
|  | 591 Space Systems Engineering | \$1.214,582 | 49 | \$24.787 |
|  | 595 information Wartare | \$441,736 | 21 | \$21,035 |
|  | 596 Information Warfare Intermational | \$289,675 | 14 | \$20,691 |
|  |  |  | 151 |  |
| 38 National Security and inteligence |  |  |  |  |
|  | 681 Midde East, Africa, South Asia | \$209,348 | 17 | \$12,315 |
|  | 682 Far East, Southeast Asia Pecific | \$171,942 | 16 | \$10,746 |
|  | 683 Western Hemishere | \$163,480 | 13 | \$12,575 |
|  | 684 Russia, Europe, Central Asia | \$255,303 | 20 | \$12.770 |
|  | 688 Strategic Planning | 5282,606 | 18 | \$15,705 |
|  | 669 Civil-Military Retations | 585,152 | 7 | \$12,105 |
|  | 699 Special OperationsLow Intensity Conflict | \$312,721 | 32 | 59.773 |
|  | 824 Infelligence (Regional Studies) | \$136,518 | 13 | \$10.501 |
|  | 825 intelligence (OPINTEL) | \$73,827 | 7 | \$10,547 |
| 39 toint CNI Systems |  |  |  |  |
|  |  |  |  |  |
|  | 365 Command, Control and Communications | \$773,392 | 27 | \$28.644 |
| 823 Intelligence |  | \$183,302 | 7 | \$26,186 |
|  |  |  | 34 |  |
| total |  | \$27,592,971 | 1,437 | \$19,202 |
|  |  |  | Total: | percourse |
| OTHER | 555 Non-DOD students under MOU with UCSC. | \$5,627 | 2 | \$2.813 |
|  | 77 Distance Leaming students | \$96,259 | 79 | \$1218 |
|  | 888 Continuing Education Courses | 50 | 2 | so |
|  | 999 NPS Staif Personnet talaing courses | 50 | 254 | so |
|  | TOTAL \$27,69,857 |  |  |  |
|  | TOTAL COSTS FROM THE INPUT PAGE | \$27,694,857 |  |  |

## COST PER CURRICULUM MODEL INPUT PAGE

WELCOME to the COST PER CURRICULUM MODEL INPUT page. Here, you may select which costs will be induded in the model and define other assumption. The cost drivers that you sefect are then summed up, resulting in a TOTAL COST for each Acadernic Department. (See COST REF page)

Then, for each department, the total department cost is allocated to each course provided during FY96. This allocation is accomplished using the Weighted Cost Hour $(\mathbf{W C H})$ as an allocation base. This resuls in a COST PER COURSE in each academic department.

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The TOTAL CURRICULUM COST is then divided by the average number of students in that particular curriculum during FY96, based on Average On Board (AOB) reports, resulting in the COST PER STUDENT in each curricukm.

## Please check all costs that you would like to include in the model:

$\square$ Crvian Fsackly Dreat Tescting (D) Salbry
E mavole Givan Facity Fringe Benefiss (21\%)
$\square$ Mitary Fscully Sobry (DOES NOT INCUUDE RESEARCH)
$\square$ mision staff Diret (DRP) Satery
$\square$ inquive Missbon Staff finge Benefits (23\%)
$\square$ Academic Department OPTAR and TRAVEI
$\square$ IDIRECT COSTS (see PDIRECT page for descipion)
$\square$ OTHER COSTS (to be added to the model)

## Weighted Cost Hours (WCH)

The Academic Department Costs must be allocated to each of the eligible courses that were taught during the year. The allocation base is a combination of two important variables: LECTURE HOURS and LAB HOURS. See Thesis text for a discussion of the Weighted Cost Hour allocation base. The model has been set up so that you may determine what allocation base is used in the model. The formula is:

## WEIGHTED COST HOURS = A X LECTURE HOURS + B X LAB HOURS

where $A$ and $B$ are INPUTS to the model, as follows:


## Courses with less than a specified number of Students

This model includes ALL courses that were provided during FY96. That includes all Directed Study and Directed Reading Courses. For costing purposes, it is inappropriate to include ALL the courses taught by a particular department when allocating the department's costs. The general rule is that a Department does not get credit (towards the budget) for any course with 4 OR LESS students. Therefore, most departments do not give Direct Teaching Credif for courses with 4 OR LESS students. The following input is used to eliminate courses with less than or equal to a specified number of students.

Eliminate any course with a class size of less than or equal to

## COST PER CURRICULUM MODEL OUTPUT PAGE

| Code | Curricutum | Total Cost | $\begin{aligned} & \text { FY96 } \\ & \text { AOB } \end{aligned}$ | Cost per Student |
| :---: | :---: | :---: | :---: | :---: |
| 30 Operations Analysis |  |  |  |  |
|  | 360 Operations Aralysis | \$4,464.006 | 114 | \$39,158 |
|  | 361 Operations Logistics | \$983,500 | 28 | \$35,125 |
| 380 Advanced Science (Applied Math) |  | \$554,646 | 15 | \$36,976 |
|  |  |  | 157 |  |
| 31 Aeronautical Engineering |  |  |  |  |
|  | 610 Aeronautical Engineering | \$1,809,904 | 34 | \$53,232 |
|  | 611 Aronautical Engineering with Avionics | \$1,164,130 | 23 | \$50,614 |
| 612 NPSTIPS |  | \$1,073,969 | 16 | \$57,123 |
|  |  |  | 73 |  |
| 32 Electronics and Computer Programs |  |  |  |  |
|  | 358 Computer Sciance | \$3818,223 | 88 | \$43,389 |
| 590 Electronic Systerns |  | \$4.573,158 | 111 | \$41,200 |
|  |  |  | 199 |  |
| 33 Combat Syatems Sclences and Technology |  |  |  |  |
| 533 Combat Sciences |  | \$5,717,970 | 90 | \$53,533 |
|  |  |  | 90 |  |
| 34 Nava/Mechanical Engineering |  |  |  |  |
| 570 NavalMechanical Engineering |  | \$3,981,814 | 74 | \$53,808 |
|  |  |  | 74 |  |
| 35 meteorology and Oceanography Programs |  |  |  |  |
|  | 372 Meteorology i - - ; | 5291272 | 3 | \$97,091 |
|  | 373 Meteorology and Oceanograptry | \$3,770,068 | 46 | \$81,958 |
|  | 374 Operational Oceanograpty | \$973,306 | 14 | \$69,522 |
| 440 Oceenograpty |  | \$463,640 | 8 | \$57,955 |
|  |  |  | 71 |  |
| 36 Systems Management |  |  |  |  |
|  | 370 Information Technology Management | \$5,325,212 | 162 | \$32,872 |
|  | 813 Transportation Logistics Maragement | \$249,445 | 7 | \$35,635 |
|  | 814 Transportation Martugement | \$321,642 | 12 | \$26,803 |
|  | 815 Acquistion and Contract Management | \$1,057,339 | 34 | \$31,098 |
|  | 816 Systerns Acquisition Marnagement | \$1,263,947 | 38 | \$33262 |
|  | 817 Alised, DOD, USA, USMC, and USCG | \$189,169 | 10 | \$18,917 |
|  | 818 Delense Systems Management | \$227,113 | 8 | 528,389 |
|  | 819 Systems frwertory Management | \$229,756 | 7 | \$32,822 |
|  | 820 Resource Ptanning and Managemert (NTL) | \$325,384 | 11 | \$29,580 |
|  | 827 Material Logistics Support Managernent | \$1,024,882 | 38 | \$26,971 |
|  | 837 Financial Management | \$1,734,777 | 59 | 529,403 |
| 847 Manpower/Personnol Training Analysis |  | \$1,687,486 | 59 | \$28,262 |
|  |  |  | 445 |  |
| 37 Undersea, Space and Information Warfare |  |  |  |  |
|  | 364 Spece Systems Operationts international | \$95,563 | 3 | \$31,854 |
|  | 366 Space Systems Operations | \$1,688,277 | 37 | \$45,575 |
|  | 525 Undersea Warfare | \$1,659,853 | 22 | \$75,448 |
|  | 526 Undersea Warfare Intermational | \$283,827 | 5 | \$56,765 |
|  | 591 Space Systems Engineering | \$2,454,590 | 49 | \$50,094 |
|  | 595 information Wartare | \$964,814 | 21 | \$45,944 |
| 596 Information Warfare International |  | \$657,990 | 14 | \$46,999 |
|  |  |  | 151 |  |
| 38 National Security and Intelligence |  |  |  |  |
|  | 681 Niddle East, Africa, South Asia | \$545,919 | 17 | \$32,113 |
|  | 682 frar East, Scutheast Asia Pacific | \$446,547 | 16 | \$27,909 |
|  | 683 Western Hemishere | \$424,571 | 13 | \$32,659 |
|  | 684 Russia, Europe, Central Asia | \$663,278 | 20 | \$33,164 |
|  | 688 Strategic Planning | \$741.478 | 18 | \$41,193 |
|  | 689 Civil-Military Retations | \$221,146 | 7 | \$31.592 |
|  | 099 Special Operations/Low Intersity Conflict | \$803,655 | 32 | \$25.114 |
|  | 824 Imeltigence (Regional Studies) | \$354,770 | 13 | \$27.252 |
| 825 imelligence (OPINTEL) |  | \$186,311 | 7 | \$26.616 |
|  |  |  | 143 |  |
| 39 Joint CAl Sysiems |  |  |  |  |
|  | 365 Command, Control and Communications | \$1,373,330 | 27 | \$50,864 |
|  | 823 intelligence | \$369,602 | 7 | \$52,800 |
|  |  |  | 34 |  |
|  | TOTAL | \$61,188,781 | 1,437 | \$12,581 |
| OTHER |  |  | Total ${ }^{\text {a }}$ | percourse |
|  | 555 Non-DOD students Under MOU with UCSC. | \$9,573 | 2 | \$4.787 |
|  | 777 Distance Learning students | \$202,542 | 79 | \$2,564 |
|  | 888 Continuing Education Courses | \$0 | 2 | so |
|  | 999 NPS Staff Personnel taking courses | \$0 | 254 | \$0 |
|  | TOTAL | \$61,400,897 |  |  |
|  | TOTAL COSTS FROM THE INPUT PAGE | 561,400,897 |  |  |

## MARGINAL COST PER STUDENT MODEL INPUT PAGE

Welcome to the Marginal Cost per Student INPUT Page. This model has been developed to analyze a single curriculum, but the methodology can be applied to any other curriculum. The data was extracted from the COST PER CURRICULUM MODEL by using a logic command to determine whether or not a course was taken by any students in the particular curriculum.

The model was developed using data from the 837 - FINANCIAL MANAGEMENT Curriculum ONLY. Assumptions are further explained in the text of the thesis.
INPUT the MAXIMUM Class size for the following course levels:


The maximum class size has been automatically constrained to 30 students, unless you INPUT less. This assumption is further explained in the text of the thesis.

INPUT the desired INCREASE in the number of students enrolled in the 837 Curriculum:
Number of Adoitionab Sindents
For each Department, INPUT HOW the Instruction should be provided for a NEW section:


Please see the OPTIONS Worksheet for a complete discussion of the available options.
凶
Check this block to INCLUDE FRINGE BENEFITS in the cost calcualtion of diverting a professor from Research.

A percentage of the DIRECT TEACHING salary (with or without fringe benefits) is assumed to be the cost of diverting a professor from research. INPUT the desired percentage. The model assumes $1 / 8$ or 0.125 , as explained in the text of the thesis.

## MARGINAL COST OUTPUT

Based on the INPUT you entered above, the model has calculated the TOTAL MARGINAL COST of providing education to the number of additional students in the FINANCIAL MANAGEMENT Curriculum. The total cost is divided by the number of additional students (INPUT) resulting in a MARGINAL COST PER STUDENT.


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Aumber of Additional Students
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Number of Adolitionat Siudents
For each Department, INPUT HOW the Instruction should be provided for a NEW section:


```
AVAILABLE OPTIONS:
Hire a NEW Professor
DIVERT a Professor from Research
CONTRACT an Outside Instructor
```

Please see the OPTIONS Worksheet for a complete discussion of the available options.
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```
Total Costs =
\(\square\) \(\$ 232,065\)Cost per Student \(=\)
```

```
$15,471
```

```
$15,471
```


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For each Department, INPUT HOW the Instruction should be provided for a NEW section:


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Total Costs $=\$ 281,244$
Cost per Student $=\$$

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[^0]:    ${ }^{1}$ A reimbursable student is a student from an organization not under the cognizance of the Department of the Navy (DON), who is charged a tuition rate reimbursable to the DON to attend NPS.

[^1]:    ${ }^{1}$ Fringe benefits, or "Fringe" represent the cost of the government's share of civilian employee retirement, life insurance, health insurance, social security, and thrift savings plans.

[^2]:    $-000-0000000000000-000-0000000-000000000-00000000000-0000-0000000000000000000000000000$

[^3]:    

